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1982-83

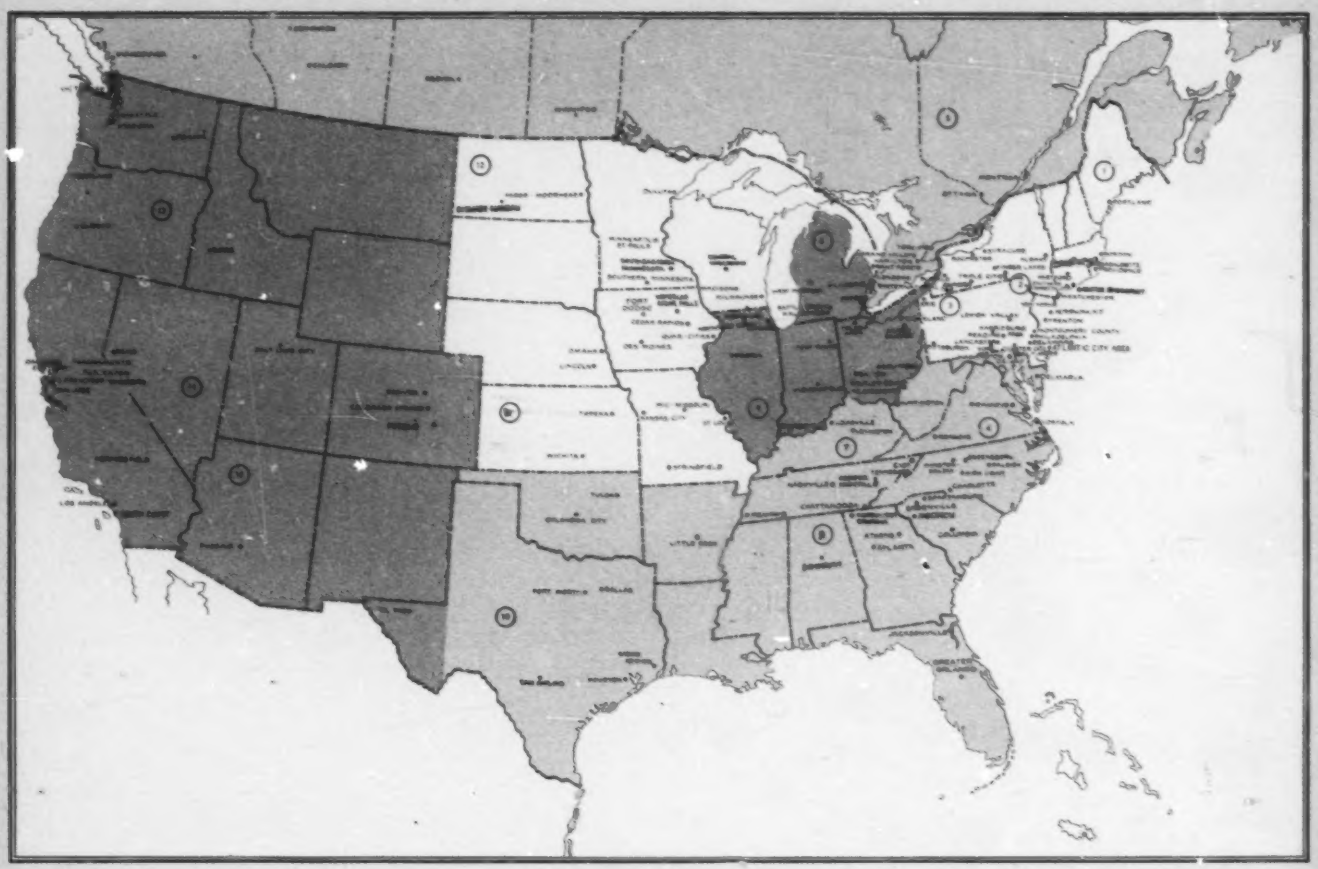
AMS OFFICE SALARIES DIRECTORY

FOR UNITED STATES & CANADA

13 Clerical Positions
4 Data Processing Positions
3 Word Processing Positions

121 Cities
5,336 Companies
447,277 Employees

Map of AMS Chapters in United States and Canada



Administrative Management Society
2360 Maryland Road, Willow Grove, PA 19090
215-659-4300

AMS
36th Annual
Office Salaries Directory

Salary and Benefit Information
for office employees
in the
United States and Canada

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ADMINISTRATIVE MANAGEMENT SOCIETY
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Administrative Management Society
Willow Grove, PA 19090
Printed in U.S.A.

Price AMS Members no charge – Non-members $90.00
(Price Subject To Change)

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To provide up-to-date information on various aspects of management through survey activities and to disseminate this data through appropriate society committees and members; and to make this information available to other professional organizations, managers and educators.

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INTRODUCTION

The AMS Management Information Committee is pleased to present the results of the 36th annual salary survey of office employees. This survey is made possible through the cooperation of the vast network of AMS chapters throughout the United States and Canada.

Input has been provided by AMS member and non-member companies in the areas of local AMS chapters. All major cities are represented.

The findings give salary and fringe benefit information for twenty key "benchmark" positions considered to be the most common for all types and sizes of companies. The jobs surveyed include 13 clerical, four data processing and three word processing positions.

The Directory reports weekly salary data in effect on January 15, 1982. The survey covers 447,277 office employees in 5,336 companies in 121 cities in North America.

For each job the data includes the weighted average of weekly salaries paid, number of employees reported, number of companies reporting and the three quartile rates – first, third and median.

The quartile rates are a good indication of frequency distribution in the upper and lower range of salaries. See the "Guide to Use of Survey Data" for details on the development of these figures.

Corollary information highlights latest trends in company policies on hours of work, paid vacations, holidays and unionization. Data outlines fringe benefits provided to employees and company policies in payment of group life insurance, major medical plans, hospitalization, long term disability, dental insurance and van pooling.

This Directory is sent without charge to all AMS members and to participating non-member companies.

All AMS chapters that participated in this survey are provided with detailed salary and benefit information for publication of a local salary report. In many chapters these local reports are available and include salary information by type of business.

We welcome your comments regarding the format of this survey, the positions included, and other suggestions that will make the Directory a more effective management tool for determining fair, competitive salaries, personnel policies and fringe benefits for your employees.

CONTENTS

AMS Management Information Committee 2
Introduction 3
Guide to Use of Survey Data 5-6
Highlights 7
Personnel Policies 8
Fringe Benefits and Policies on Salary Administration 9
Job Titles and Descriptions 10
Regional Salary Figures - U.S. and Canada 11-13
Total U.S. – Salaries by Type of Business 14
Eastern U.S. – Salaries by Type of Business 15
East Central U.S. – Salaries by Type of Business 16
West Central U.S. – Salaries by Type of Business 17
Southern U.S. – Salaries by Type of Business 18
Western U.S. – Salaries by Type of Business 19
Summary of Weekly Salary Levels for positions in the United States 20-21

Akron, OH 27
Albany, NY 23
Atlanta, GA 33
Atlantic City Area, NJ 23
Baltimore, MD 33
Battle Creek-Kala, MI 27
Birmingham, AL 33
Boise, ID 37
Boston, MA 23
Brantford, ON 22
Buffalo, NY 24
Butler County, OH 27
Calgary, AB 22
Canton, OH 28
Cedar Rapids, IA 30
Central Wisconsin 30
Charlotte, NC 33
Chattanooga, TN 33
Chester County, PA 24
Chicago, IL 28
Cincinnati, OH 28
Cleveland, OH 28
Colorado Springs, CO 37
Columbia, SC 34
Columbus, OH 28
Concord, NH 24
Dallas, TX 34
Dayton, OH 28
Delaware, DE 24
Denver, CO 37
Des Moines, IA 31
Detroit Area, MI 29
Duluth, MN 31
Edmonton, AB 22
El Paso, TX 38
Eugene, OR 38
Evansville, IN 29
Fargo-Moorhead, ND 31
Finger Lakes, NY 24
Fort Wayne, IN 29
Fort Worth, TX 34
Grand Valley, ON[1] 22
Greater Orlando, FL 34
Greensboro, NC 34
Greenville, SC 34
Hamilton, ON 22
Hampton Roads, VA[2] 35
Harrisburg Area, PA 24
Hartford, CT 25
High Point, NC 35
Houston, TX 35
Indianapolis, IN 29
Jacksonville, FL 35
Kansas City, MO 31
Lancaster, PA 25
Lansing, MI 29
Lehigh Valley, PA 25
Lexington, KY 35
Lincoln, NE 31
London, ON 22
Los Angeles, CA 38
Louisville, KY 35
Madison, WI 31
Memphis, TN 35
Metropolitan New Jersey[3] 25
Mid-Missouri[4] 31
Milwaukee, WI 32
Minneapolis-St. Paul, MN 32
Modesto, CA 38
Montgomery County, PA[4] 25
Montreal, PQ 40
New York, NY 25
North/West Chicago, IL 29
Northwest Georgia[5] 36
Oklahoma City, OK 36
Omaha, NE 32
Ottawa, ON 23
Peoria, IL 29
Philadelphia, PA 25
Phoenix, AZ 38
Pittsburgh, PA 26
Port Huron, MI 30
Portland, ME 26
Portland, OR 38
Princeton-Trenton, NJ 26
Providence, RI 26
Quad Cities[6] 32
Reading, PA 26
Research Triangle, NC[7] 36
Richmond, VA 36
Roanoke, VA 36
Rockford, IL 30
Sabine Neches, TX[8] 36
Sacramento, CA 39
St. Louis, MO 32
Salem Area, OR 39
Salt Lake City, UT 39
San Francisco, CA 39
San Jose, CA 39
Seattle, WA 39
Southeast Minnesota[9] 32
Southern Connecticut[10] 26
Southern Minnesota 33
Spartanburg, SC 37
Spokane, WA 39
Stockton, CA 40
Syracuse, NY 27
Tacoma, WA 40
Toledo Area, OH 30
Topeka, KS 33
Toronto, ON 40
Tulsa, OK 37
Vancouver, BC 23
Victoria, BC 23
Washington, DC 37
Westchester, NY 27
Western Massachusetts 27
West Michigan[11] 30
Winnipeg, MB 23
Winston-Salem, NC 37
Worcester, MA 27

1 Kitchener, ON
2 Norfolk, Virginia Beach
3 Newark, East Orange, Summit, Clifton, Elizabeth, Morristown, NJ
4 Norristown, Ambler, King of Prussia, Harleysville, Langhorne
5 Dalton
6 Davenport, IA; Moline, E. Moline, Rock Island, IL
7 Raleigh, Durham, Henderson
8 Beaumont, TX
9 Austin, Albert Lea, Rochester, St. Charles
10 Stamford, Old Greenwich, Wilton, Danbury, Darien, CT
11 Grand Rapids, Big Rapids, Wyoming, Muskegon, Zeeland, MI

Guide To Use of Survey Data

FOR YOUR INFORMATION

This survey presents weekly salary data for twenty "benchmark" office positions found in all types of business and industry in over 121 cities throughout the United States and Canada.

TYPES OF BUSINESS

All types of business are represented in the survey including: 1)Manufacturing/Processing; 2) Banking/Insurance/Financial; 3) Retail/Wholesale Sales and Distribution; Government Agencies (all levels); all others – Education, Medical, Employment, etc.

GEOGRAPHIC REGIONS

Salary data is included for all major cities and for seven geographic regions – Total United States; Eastern United States; East Central United States; West Central United States; Southern and Western United States and Canada. As an additional service to users of the Directory, a breakdown of salaries by type of business for the United States and the five regions in the United States is included.

SALARY DATA

For each job the Directory presents four salary rates including the average weekly salary, the first quartile, the median and the third quartile, the number of companies reporting and the number of employees reported. This data is given for all cities and for the five regions in the United States, total United States and Canada.

COROLLARY INFORMATION

The corollary information specifically identifies up-to-date personnel policies and practices. Data are given on hours of work, paid holidays and vacation, unionization and company policies regarding payment of insurance benefits and pension plans.

VALIDITY OF FIGURES

Although rates were computed for all data reported, it should be recognized that small samples cannot produce meaningful mathematical measures. An audit procedure has been initiated to delete samples that are not statistically sound. This data is accumulated and included in the category "Total all Types of Business" and in regional and national totals.

USE OF THE SURVEY

The application of salary data and benefit information can serve the needs of AMS members and participating companies in many ways.

Some uses of the survey are:

1. Comparison of the company overall salary structure and/or specific jobs with community or area salaries, including a breakdown by type of business.
2. Comparison of company minimum rates with survey data. (See "Explanation of Statistics" and "Applying the Information.")
3. Checking for validity of company-evaluated job rankings where rankings deviate substantially from ranking in survey data.
4. Appraisal of "going" rates as the basis for establishing company salary ranges in a new formal job evaluation plan.
5. Comparison of current company practices and policies with the information in the survey, particularly in the area of benefits and corollary information.

EXPLANATION OF STATISTICS

All increments in the salary figures shown in the survey are rounded off to the mid-point rate. The four rates shown under summary data are explained as follows:

1. Average (Arithmetic Mean) – in computing the average (arithmetic mean) for each job, the total number of employees reported for each rate is multiplied by the rate. The results of each of these calculations are totaled and divided by the number of employees whose salaries are reported for the job.
2. Quartiles – A quartile is not an average – it is a measure of position. It is an actual salary at the particular quartile position. In certain distributions, there may not be a person's salary at the quartile dividing point, in which case interpolation and rounding are used to provide a whole dollar figure.

As contrasted to averages, quartiles are not affected by the high frequency of salaries at the extremes, either at the high or low end of a distribution. Because of this characteristic, quartiles present highly acceptable figures in salary surveys where job categories are subject to personal interpretation.

First Quartile – This is the actual weekly salary paid the employee whose salary is more than one quarter and less than three quarters of all the employees reported for the job.

Median – Second Quartile – This is the actual weekly salary of the middle employee in the distribution. Half of the employees reported earn more; the other half earn less. In a perfectly balanced distribution, the median salary will be the same figure as the average (arithmetic mean).

Generally speaking, when a substantial number of salaries are reported for a job and they have been placed in the correct classification (close conformance to position description), these two figures, the median and average, will be close.

Third Quartile – This is the actual weekly salary paid the employee whose salary is more than three quarters of all the employees reported for the job.

The salaries at the First and Third Quartile show the limits of the middle 50% of employees reported. Some refer to the spread between these salaries as an "effective salary range" for the job because the salaries at the extremes are disregarded.

APPLYING THE INFORMATION

Salary surveys must be used with great caution. A considerable amount of judgment is required in interpreting and evaluating jobs and salaries reported in the survey and making comparisons with your company.

The job descriptions used in the questionnaire are basic. They are designed to enable the respondents to include a good sample of employees with similar duties. Therefore, you should not expect the salaries in your company to be the same as the survey figures. Each of your job descriptions should be carefully compared to the most similar one in the survey.

The rates paid do not include bonus pay. Employees are not included who are normally considered to be supervisors, who are part-time workers or trainees, or whose job is unusual or non-standard.

Other factors to be considered when making comparisons are the company location (ease of access), availability of applicants, working conditions, benefit programs, etc.

Non-supervisory office workers do not usually move from city to city for better pay. It follows, then, that you're only competing for this type of employee with other firms in your own city or industrial area. Many of these workers are not bound by industry lines so that you should consider the rates paid by all types of business in your area.

LOCAL CHAPTER REPORTS

All the AMS chapters participating in the survey are provided with information for the publication of a local salary survey report. These reports include detailed salary data for the five types of business covered by the survey, and also corollary information. In most chapters, these local reports are available to non-members on a purchase basis. If non-members require this type of information, they may contact the AMS Home Office at Willow Grove, Pennsylvania, to inquire about the availability of such reports.

HIGHLIGHTS – INTERNATIONAL SALARY DATA
United States and Canada

This report reflects the results of an indepth survey of weekly salaries for office employees in the United States and Canada. The rates are based on salaries in effect on Janauary 15, 1982.

In the United States, the average weekly salary for the 13 clerical and 3 word processing positions is $244.00, an increase of $25.00 or 11.4% over last year's rate of $219.00. These figures are weighted by the number of employees reported for each position.

This year the average weekly salary for the four data processing positions in the United States is $311.00, an increase of $35.00 or 12.7% over last year's figure of $276.00.

In Canada, the average weekly salary for the clerical and word processing positions is $294.00, an increase of $35.00 or 13.5% over last year's figure of $259.00.

The average weekly rate for data processing positions in Canada is $348.00, an increase of $35.00 or 11.2% over last year's rate of $313.00. These figures, weighted by the number of employees for each position, are presented in Canadian funds. (Salaries for Montreal and Toronto are not included in this tabulation.)

The figures below indicate the percentage of increase in weekly salaries over last year's rates. In some cases, a change in the mix of participants from year-to-year will cause what appears to be anomalies or inconsistencies in some of the results.

	UNITED STATES			CANADA		
POSITION	1981	1982	% Increase	1981	1982	% Increase
Word Processing-Trainee	$174.00	$208.00	19.5%	$237.00	$258.00	8.9%
Word Processing Operator	213.00	246.00	15.4%	262.00	297.00	13.3%
Lead Word Processing Operator	258.00	282.00	9.3%	283.00	355.00	25.4%
Computer Operator	270.00	288.00	6.7%	302.00	340.00	12.5%
Data Entry Operator	212.00	226.00	6.6%	258.00	284.00	10.0%
Programmer	344.00	367.00	6.7%	367.00	397.00	8.2%
Programmer/Analyst	405.00	439.00	8.3%	420.00	459.00	9.3%
Accounting Clerk B	208.00	228.00	9.6%	252.00	272.00	7.9%
Accounting Clerk A	245.00	270.00	10.2%	307.00	339.00	10.4%
Secretary - Level B	219.00	246.00	12.3%	265.00	292.00	10.2%
Secretary - Level A	254.00	276.00	8.7%	280.00	321.00	14.6%
Ex. Secretary/Administrative Asst.	293.00	323.00	10.2%	331.00	367.00	10.9%
Legal Secretary	245.00	286.00	16.7%	265.00	300.00	13.2%
File Clerk	168.00	182.00	8.3%	214.00	239.00	11.7%
Clerk B	189.00	208.00	10.0%	237.00	260.00	9.7%
Clerk A	219.00	239.00	9.1%	271.00	304.00	12.2%
Switchboard Operator/Receptionist	198.00	224.00	13.1%	239.00	264.00	10.5%
Clerk Typist	192.00	213.00	10.9%	225.00	254.00	12.9%
Customer Service Rep.	245.00	260.00	6.1%	258.00	317.00	22.9%
Photocopy Machine Operator	202.00	220.00	8.9%	228.00	234.00	2.6%

PERSONNEL POLICIES

In addition to the salary data reported in this survey, information is given on current personnel policies and fringe benefits.

HOURS OF WORK

In the United States, 63.4% of the companies reporting indicate they have a 40-hour work week; 20.5% indicate a 37½-hour work week; 10.2% work less than 37½ hours; 5.2% of the reporting companies work more than 37½ but less than 40 hours; a small percentage did not reply.

In Canada, 86.2% of the companies reporting indicate a work week of 37½ hours or less; 4.4% work over 37½ hours but less than 40 hours; 7.0% work 40 hours or more; a small percentage did not answer this question.

FLEXTIME – FOUR-DAY WEEK

When respondents in the United States were asked if they use flextime, only 2.9% said they use it and the majority of these firms indicate their employees work a traditional five-day, 40-hour week with five eight-hour days. When asked about a four-day work week, less than 1% indicate they work four days.

In Canada, the survey shows that 3.5% of the respondents use flextime and most of these firms indicate the five-day, 40-hour plan. Only a small percentage report they have a four-day work week.

HOLIDAYS

The trend to liberal holidays continues in both the United States and Canada. In the United States this year, 34.9% of the reporting companies give employees 11 or more paid holidays; 22.0% grant 10 paid holidays; 17.3% grant nine paid holidays; 11.4% give eight paid holidays; 7.2% give seven paid holidays and 5.9% grant six paid holidays; a small percentage did not report on holidays.

In Canada this year, 85.3% of the respondents give employees 10 or more paid holidays; 10.4% give nine paid holidays; 2.7% report eight holidays; a small percentage of firms did not answer this question.

OVERTIME

In the United States this year, 53.8% of the companies reporting pay overtime to non-exempt employees on a weekly basis; 28.7% pay overtime on a daily basis; 13.8% pay overtime on other hours; 3.6% did not report on overtime.

In Canada, 33.3% of the companies pay overtime on a weekly basis; 34.0% pay overtime on a daily basis; 19.9% pay overtime on other hours; and 12.8% did not answer this question.

UNIONIZATION

In the United States this year, 92.3% of the reporting companies do not have an office union; 5.2% report that part of their employees are unionized; only 1.9% report that they have an office union and a few did not answer the question.

In Canada, 76.5% of the responding firms are not unionized; 12.4% report that part of their employees are unionized; 9.9% report a union; 1.2% of the firms did not answer.

VACATIONS

Highlights of vacation policies in the United States this year indicate that 51.3% of the companies in the survey give employees one week paid vacation after six months of service; 75.6% of the respondents give two weeks of paid vacation after one year of service; 40.6% give employees three weeks after ten years of service. However, a growing number of firms (40.8%) report a policy of three weeks and 34.0% give four weeks paid vacation after 15 years of service.

In Canada firms are liberal with 41.5% of the respondents giving one week paid vacation after six months of service; 67.4% give two weeks paid vacation after one year; 47.6% give three weeks after five years and 45.3% give employees four weeks paid vacation after ten years of service.

Fringe Benefits and Policies on Salary Administration

This year all participating companies were asked to report on a variety of fringe benefits provided to office employees and company policies on payment of these benefits.

	PERCENT REPORTED						
	TOTAL U.S.	EASTERN U.S.	EAST CENTRAL U.S.	WEST CENTRAL U.S.	SOUTHERN U.S.	WESTERN U.S.	TOTAL U.S.
PENSION PLAN							
Paid by Company in Full	68.0	71.6	69.9	64.0	67.6	64.7	20.5
Paid by Employee in Full	1.0	0.4	0.5	1.0	0.1	0.9	3.2
Company/Employee Share Cost	14.3	12.5	16.3	15.4	13.7	14.8	58.5
No Response	16.7	15.5	13.3	19.6	18.6	19.6	17.8
GROUP LIFE INSURANCE							
Paid by Company in Full	67.1	72.6	69.4	63.9	62.4	63.9	50.4
Paid by Employee in Full	2.5	2.3	1.6	3.3	2.6	3.1	1.8
Company/Employee Share Cost	26.4	21.3	25.7	28.2	32.8	26.8	41.0
No Response	4.0	3.8	3.3	4.6	2.2	6.2	6.8
HOSPITALIZATION							
Paid by Company in Full	57.9	61.9	60.5	51.7	54.7	58.6	47.4
Paid by Employee in Full	1.0	0.8	0.7	1.0	0.3	0.9	4.1
Company/Employee Share Cost	37.9	34.1	36.0	43.0	42.5	35.2	36.3
No Response	3.2	3.2	2.8	4.3	2.5	5.3	12.2
SURGICAL BENEFITS							
Paid by Company in Full	56.7	60.8	59.1	50.8	52.8	57.8	40.6
Paid by Employee in Full	1.0	0.9	0.6	0.8	0.3	1.0	2.0
Company/Employee Share Cost	37.0	32.9	35.2	42.2	41.2	34.7	27.5
No Response	5.3	5.4	5.1	6.2	5.7	6.5	29.9
MAJOR MEDICAL							
Paid by Company in Full	56.1	60.7	57.1	50.8	51.1	59.0	51.0
Paid by Employee in Full	1.0	1.2	0.8	1.3	0.7	0.1	2.0
Company/Employee Share Cost	38.5	34.3	36.9	43.4	43.1	35.9	28.8
No Response	4.4	3.8	5.2	4.5	5.1	5.0	18.2
LONG TERM DISABILITY							
Paid by Company in Full	48.7	49.5	50.8	49.7	45.9	46.8	38.8
Paid by Employee in Full	8.9	9.3	7.9	8.3	9.3	9.7	18.0
Company/Employee Share Cost	22.1	21.0	21.3	21.2	24.8	23.2	27.9
No Response	20.3	20.2	20.0	20.8	20.0	20.3	15.3
DENTAL INSURANCE							
Paid by Company in Full	33.5	33.5	35.2	29.6	24.0	47.6	45.3
Paid by Employee in Full	2.0	2.0	0.7	1.7	1.9	2.8	1.6
Company/Employee Share Cost	21.9	18.1	21.5	24.8	22.6	25.1	30.7
No Response	42.6	46.4	42.6	43.9	51.5	24.5	22.4
VAN POOLING							
Paid by Company in Full	0.9	1.2	0.5	0.8	0.6	1.2	0.2
Paid by Employee in Full	2.3	2.2	1.1	2.6	2.4	3.7	0.7
Company/Employee Share Cost	2.7	3.7	1.4	2.3	2.9	2.8	0.5
No Response	94.1	92.9	97.0	94.3	94.1	92.3	98.6

The following are other general benefits and salary administration policies.

Job Evaluation Plan	59.6	60.5	59.4	61.2	58.8	56.7	54.4
Merit Rating Plan	63.6	66.4	65.7	57.7	70.0	55.2	49.4
Salary Progression Based on Seniority	14.2	11.8	15.4	15.1	12.4	17.7	23.0
Salary Incentive Plan	7.0	6.1	6.1	6.6	8.8	8.2	7.7
Suggestion Plan	18.9	20.1	18.7	16.9	19.7	18.6	13.7
Profit Sharing Plan	27.7	27.3	25.8	28.1	26.7	31.2	17.8
Bonus Payments to Individuals	25.7	26.0	23.8	23.7	27.3	28.2	18.2
Employee Savings/Thrift Plan	31.5	34.8	29.6	28.7	34.3	28.1	13.0

JOB TITLES AND DESCRIPTIONS

A WORD PROCESSING TRAINEE
Entry level position with 0-12 months' experience. Performs routine transcription and manipulation of text from various types of source information (dictation, handwritten, etc.). Proofreads own work. May perform light secretarial duties.

B WORD PROCESSING OPERATOR
Uses word processing equipment to input, edit, customize, and deliver medium-to-complex typed documents with established quality and time standards. Proofreads and edits own work. Incumbent is familiar with department terminology and company practices. Equipment includes the use of microprocessor-based, standalone, or shared-logic word processing systems utilizing a CRT screen. I.E., Xerox 850-86, Wang, Lanier, Vydec, Redactron, etc. May also perform general secretarial duties.

C LEAD WORD PROCESSING OPERATOR
Utilizes full scope of equipment capabilities to produce and revise complicated documents, such as lengthy technical and statistical reports, from complex source information, including the retrieval of text and data. Leads the activities of lower-level operators.

D COMPUTER OPERATOR
Operates computer utilizing established programs or programs under development. Oversees loading of computer and manipulation of controls. Determines the nature of errors or equipment failure and takes corrective action following established procedures. May instruct or give limited direction to less experienced operators.

E DATA ENTRY OPERATOR
Operates alpha/numeric data entry equipment to record and/or verify detailed or non-coded data, using key to tape or key to disk. Corrects errors, usually follows standardized procedures, and may handle exceptions and special non-standard procedures requiring close attention to detail. Keypunch operators recording key to card may be included.

F PROGRAMMER
Under general supervision, using Cobol, participates in the analysis, program design, coding and other applications/programming tasks needed to produce reports and mathematical computations or to maintain information files. Prepares all elements of program documentation, test data and organization of program testing schedule. Debugs programs, and designs conversion procedures. Trains and prepares training material for operators and users of the program.

G PROGRAMMER/ANALYST
Under general supervision, using Cobol, participates in the analysis, program design, coding and other applications/programming tasks needed to produce reports and mathematical computations or to maintain existing information files. Projects are of an intermediate complexity level. Interfaces with user as necessary. Defines the applications problem, determines system specifications, recommends equipment changes, designs data processing procedures and block diagrams. May prepare machine-logic flow charts and codes. Devises data verification methods and standard systems procedures. Trains and prepares training material for operators and users of the system.

H ACCOUNTING CLERK B
Checks, verifies and posts journal vouchers, accounts payable vouchers, payroll, or other simple accounting data of a recurring or standard nature.

I ACCOUNTING CLERK A
Maintains a complete set of accounting records in a small office, or handles one phase of accounting in a larger unit which requires the accounting training needed to determine proper accounting entries; reconciles entries, prepares accounting reports, analyzes accounting records to determine causes of results shown, etc. May direct work of junior clerks or bookkeepers (excludes supervisors). May include accounts payable clerk, payroll clerk, etc.

J SECRETARY - LEVEL B
Performs a limited range of secretarial duties in a small company or for a supervisor in a larger firm. May take dictation and transcribe from notes and dictaphone with speed and accuracy. Screens calls, makes appointments, handles travel arrangements, answers routine correspondence and maintains filing systems.

K SECRETARY - LEVEL A
Performs an unlimited range of secretarial duties for middle management personnel or more than one individual. Composes and/or takes and transcribes correspondence of a complex and confidential nature. Position requires a knowledge of company policy, procedure and above-average secretarial and administrative skills.

L EXECUTIVE SECRETARY/ADMINISTRATIVE ASSISTANT
Performs a full range of secretarial and administrative duties for high-level member of executive staff. Handles project-oriented duties and may be held accountable for the timely completion of these tasks. Relieves executive of routine administrative detail. Position requires an in-depth knowledge of company practice, structure and a high degree of technical skills.

M LEGAL SECRETARY
Performs an unlimited range of secretarial duties for one or more members of the firm, usually a junior, senior, or managing partner. Takes and transcribes dictation with a high degree of speed and accuracy. Position requires knowledge of the specific legal terminology within the attorney's areas of specialization; i.e., litigation, probate, corporate, etc. May utilize word processing equipment.

N FILE CLERK
Performs general alphabetical and numeric filing, sorting and cross referencing. Locates and removes material upon request and keeps records of its disposition. Maintains and updates files according to an established system. May deliver files, copy material from files, and purge out-dated materials.

O CLERK B
Performs basic office or clerical duties on short assignments and tasks which are highly structured in accordance with established procedures. This is a higher-level position than a file clerk involving a variety of routine and semi-routine duties.

P CLERK A
Performs diverse clerical tasks requiring some analysis, judgment and a detailed knowledge of department and/or company policies and procedures dealing with the incumbent's area of responsibility, such as claims operations, shipping and receiving, etc. Duties may require proficiency with one or more types of operational office equipment, such as CRT. Minimum supervision required.

Q SWITCHBOARD OPERATOR/RECEPTIONIST
Operates a call-director type telephone system, greets visitors, screens incoming calls and performs basic clerical tasks. May operate a multiple position console and keep records of calls and toll charges.

R CLERK TYPIST
Produces draft and/or finished typed copies of documents from a variety of originators. Form and content usually follow standard guidelines. May perform other clerical duties of minimum difficulty.

S CUSTOMER SERVICE REPRESENTATIVE
Provides guidance and assistance to customers in oral or written form regarding problems with accounts or merchandise. May use CRT to verify information. Duties include records search, investigating problems/complaints, policy interpretation, response preparation and adjustment, or correction of records. May also open new accounts or provide general information.

T PHOTOCOPY MACHINE OPERATOR
Operates and maintains photocopier (i.e. Xerox 9200), loads blank paper, inserts handwritten or typed originals and determines the proper selection of controls to obtain desired copies. Maintenance includes cleaning and performing minor repairs. Contacts service representative for major malfunctions.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

TOTAL UNITED STATES

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	208	246	282	288	226	367	439	228	270	246	276	323	286	182	208	239	224	213	260	220
FIRST QUARTILE	178	211	241	241	191	316	388	191	231	211	241	281	241	158	173	201	191	183	211	201
MEDIAN	201	241	281	281	221	363	426	221	261	241	271	316	281	173	201	231	221	211	241	211
THIRD QUARTILE	231	271	316	316	251	426	501	251	301	271	316	363	338	201	231	261	251	241	291	241
NO. COMPANIES	552	1543	897	2606	2832	1604	1606	3124	3486	2941	3554	3416	617	1817	2602	3091	3524	2041	1715	841
NO. EMPLOYEES	2739	7297	2740	8930	19600	8887	10551	18712	18737	43034	42976	19763	3934	14427	45382	49311	8022	25556	15966	2725

CANADA

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	258	297	355	340	284	397	459	272	339	292	321	367	300	239	260	304	264	254	317	234
FIRST QUARTILE	221	251	316	271	251	338	426	231	281	251	281	316	241	201	221	261	231	221	261	191
MEDIAN	241	281	388	338	271	426	476	261	338	281	316	363	301	231	251	301	261	241	338	241
THIRD QUARTILE	291	338	388	388	338	476	501	301	388	316	363	426	338	271	291	338	291	281	338	251
NO. COMPANIES	30	101	73	185	219	126	117	265	322	225	290	224	36	161	219	265	320	206	119	79
NO. EMPLOYEES	67	348	219	450	975	370	426	1152	1279	1917	1985	754	90	803	2065	2499	528	1305	587	166

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

EASTERN UNITED STATES

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	212	241	275	287	223	354	429	220	263	240	278	326	300	178	200	234	219	201	256	220
FIRST QUARTILE	183	211	241	241	191	316	388	191	221	211	241	281	251	153	173	201	191	173	211	178
MEDIAN	211	231	271	281	211	338	426	211	251	241	271	316	301	173	191	231	211	201	241	211
THIRD QUARTILE	231	261	301	316	241	388	476	241	291	261	316	363	338	191	221	251	241	211	291	241
NO. COMPANIES	137	405	239	726	768	427	431	888	952	837	996	965	173	485	737	866	978	608	510	247
NO. EMPLOYEES	460	1602	527	2467	5465	2735	2522	4927	4902	11250	12475	6060	1003	3262	10075	13065	1917	6865	4472	558

EAST CENTRAL UNITED STATES

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	204	242	283	296	235	371	440	236	278	270	289	330	289	184	222	250	236	232	275	224
FIRST QUARTILE	183	201	241	251	201	316	388	201	231	231	251	281	251	158	183	211	191	191	211	191
MEDIAN	201	231	281	291	221	363	426	221	271	261	281	316	281	173	211	241	221	221	251	211
THIRD QUARTILE	221	271	338	338	251	426	501	261	316	338	338	363	316	201	251	281	271	281	316	241
NO. COMPANIES	108	278	169	557	588	369	323	645	716	629	728	718	115	370	541	650	713	440	363	164
NO. EMPLOYEES	333	1177	428	1925	3664	1842	2036	3783	4099	10114	9185	3747	577	3020	9855	9884	1804	4852	2840	343

WEST CENTRAL UNITED STATES

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	218	230	275	281	223	377	429	219	262	229	261	313	284	186	192	231	219	215	260	210
FIRST QUARTILE	191	201	231	241	191	338	388	191	221	201	231	271	241	153	168	201	183	183	211	178
MEDIAN	221	221	261	271	211	388	426	211	251	221	251	316	281	178	183	221	211	211	251	201
THIRD QUARTILE	251	261	301	316	251	426	476	241	291	251	281	338	316	221	211	261	241	251	301	231
NO. COMPANIES	121		185		553		320		674		671		135		487		664		321	
NO. EMPLOYEES	561	518	430	489	3786	321	1687	584	3282	543	7091	630	582	378	7614	574	1549	368	2249	157
		1587		1646		1842		3560		7124		3346		3084		9013		5717		294

SOUTHERN UNITED STATES

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	202	238	280	275	215	356	436	225	261	233	262	315	280	174	198	233	212	202	238	211
FIRST QUARTILE	178	201	241	231	183	316	388	191	211	201	221	261	241	153	168	201	178	173	191	173
MEDIAN	191	231	281	271	211	338	426	211	251	221	251	301	271	168	191	221	211	201	221	201
THIRD QUARTILE	221	271	316	301	231	388	501	251	291	261	291	338	301	191	211	261	231	221	271	231
NO. COMPANIES	97		165		516		301		633		673		109		467		678		300	
NO. EMPLOYEES	249	290	388	492	3285	286	2371	574	3279	542	7193	626	564	345	7984	552	1368	374	3400	163
		1283		1764		1486		3541		6864		3211		2091		9381		3460		334

WESTERN UNITED STATES

TOTAL ALL TYPES OF BUSINESS

	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	204	277	289	305	237	391	464	243	285	249	283	327	278	186	224	249	236	218	277	224
FIRST QUARTILE	178	231	261	261	211	338	426	211	251	221	251	291	221	168	191	211	211	191	221	211
MEDIAN	191	271	291	301	231	388	476	231	281	241	281	316	251	183	221	241	231	211	261	221
THIRD QUARTILE	221	338	316	338	261	426	501	271	316	291	316	363	338	201	251	271	261	231	301	241
NO. COMPANIES	89		139		407		231		511		486		85		370		491		221	
NO. EMPLOYEES	1136	252	967	342	3400	201	1935	433	3175	390	7032	477	1208	239	9854	449	1384	251	3005	110
		1648		1128		982		2901		7682		3399		2970		7968		4062		1196

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

Total U.S. — Salaries by Type of Business

MANUFACTURING/PROCESSING

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	233	262	309	301	245	380	447	241	282	263	297	343	311	201	225	260	230	225	285	239
FIRST QUARTILE	201	221	271	251	201	338	426	201	231	231	251	301	271	168	191	221	201	191	231	201
MEDIAN	221	251	301	291	231	388	476	231	271	251	291	338	301	191	211	251	221	211	271	231
THIRD QUARTILE	261	291	338	338	271	426	501	261	316	291	316	388	338	221	241	291	251	251	338	271
NO. COMPANIES	112		180		993		556		1230		1186		108		821		1225		647	
		347		946		559		1077		955		1091		436		1071		597		202
NO. EMPLOYEES	274		353		4584		2159		5142		10550		355		5753		1761		2918	
		1118		2469		1917		4679		7902		5232		1190		7983		2993		400

BANKING/INSURANCE/FINANCIAL

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	196	219	262	274	208	353	425	206	248	229	262	311	274	167	187	221	204	186	232	197
FIRST QUARTILE	173	191	231	231	183	316	388	178	211	201	231	271	251	148	168	191	178	163	201	168
MEDIAN	191	221	251	271	201	338	426	201	241	221	261	316	271	163	183	221	201	183	221	191
THIRD QUARTILE	211	241	291	316	231	388	476	221	271	251	291	338	301	178	201	241	221	201	261	221
NO. COMPANIES	223		307		608		358		688		754		192		652		739		478	
		489		526		375		629		625		737		655		710		548		195
NO. EMPLOYEES	697		693		5763		3405		4199		9812		562		16024		1401		7341	
		1886		2415		3733		3996		8091		4236		6213		18355		5352		405

RETAIL/WHOLESALE SALES AND DISTR.

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	197	236	281	276	228	369	431	213	251	243	278	314	294	179	216	248	213	207	248	232
FIRST QUARTILE	178	201	241	231	191	316	388	178	211	211	241	271	261	158	178	201	178	183	201	191
MEDIAN	191	231	281	261	221	363	426	211	241	241	271	316	271	173	211	241	211	201	241	211
THIRD QUARTILE	211	251	301	316	261	426	476	231	281	271	316	363	301	201	251	291	241	223	281	261
NO. COMPANIES	25		38		315		115		335		302		22		239		349		199	
		62		275		124		320		235		265		149		307		133		39
NO. EMPLOYEES	49		117		1630		375		1490		1628		39		2486		493		808	
		212		810		369		2069		1255		920		409		3080		558		87

GOVERNMENT AGENCIES (ALL LEVELS)

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	208	260	277	305	229	388	461	234	273	250	263	304	263	196	222	243	247	223	240	223
FIRST QUARTILE	178	221	251	261	201	338	426	201	241	211	231	271	221	178	183	211	211	191	211	211
MEDIAN	201	251	281	316	231	426	476	231	271	231	251	301	251	191	221	241	251	221	211	221
THIRD QUARTILE	241	338	301	338	251	426	501	261	301	301	281	338	316	221	271	261	291	251	281	241
NO. COMPANIES	32		47		161		127		196		209		75		165		156		40	
		87		145		113		178		186		205		81		185		162		55
NO. EMPLOYEES	1242		917		2916		1789		2978		6899		1129		11642		1241		697	
		1597		868		1165		2818		10385		2752		3595		9143		11224		1121

ALL OTHER TYPES OF BUSINESS *

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	213	252	296	287	229	368	437	234	278	243	275	324	300	190	215	248	223	214	297	216
FIRST QUARTILE	191	211	261	241	191	316	388	201	231	211	231	271	251	158	178	211	191	183	231	178
MEDIAN	211	241	291	281	211	363	426	221	271	241	271	316	291	183	201	231	211	211	281	201
THIRD QUARTILE	231	281	338	316	251	426	501	261	316	271	316	363	338	211	231	271	241	241	363	241
NO. COMPANIES	160		325		755		450		1037		1103		220		725		1055		351	
		558		714		433		920		939		1118		496		818		601		350
NO. EMPLOYEES	477		660		4707		2823		4928		14087		1849		9477		3126		4202	
		2484		2368		1703		5150		15401		6623		3020		10750		5429		712

*(Utilities, Ed., Med., Emp., etc.)

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

Eastern U.S. — Salaries by Type of Business

MANUFACTURING/PROCESSING

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	225	258	292	293	241	366	438	234	273	261	298	346	313	205	224	255	229	226	279	252
FIRST QUARTILE	191	231	251	251	201	316	388	201	231	231	251	291	281	178	191	211	201	191	231	211
MEDIAN	221	251	281	281	231	363	426	221	261	261	291	338	301	201	211	251	221	211	271	241
THIRD QUARTILE	261	281	338	338	261	426	476	261	301	291	338	388	338	231	251	281	251	251	316	291
NO. COMPANIES	33	120	62	327	330	182	179	388	426	339	422	390	46	146	294	372	438	226	249	80
NO. EMPLOYEES	94	348	98	814	1660	565	607	1526	1671	2797	3632	1899	148	413	1827	2449	631	1258	1094	141

BANKING/INSURANCE/FINANCIAL

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	206	222	253	280	208	345	416	206	255	228	265	314	265	165	186	218	203	182	229	202
FIRST QUARTILE	183	191	221	241	183	316	363	173	221	201	231	271	241	148	168	191	178	163	191	173
MEDIAN	201	221	241	271	211	338	426	201	251	221	261	316	261	158	183	211	201	178	221	201
THIRD QUARTILE	221	251	281	316	231	388	476	231	281	251	291	363	291	173	201	241	221	191	261	231
NO. COMPANIES	55	125	83	138	157	92	93	159	157	156	188	186	47	166	169	181	170	152	123	51
NO. EMPLOYEES	218	511	205	724	1760	1537	1184	1175	1283	2395	3459	1466	191	1755	4528	5301	408	2052	2073	132

RETAIL/WHOLESALE SALES AND DISTR.

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	194	229	273	267	217	370	448	202	247	231	259	300	281	179	187	224	212	198	228	-
FIRST QUARTILE	191	211	261	231	191	338	426	173	221	201	241	261	251	158	168	201	178	173	191	-
MEDIAN	191	231	261	261	221	363	476	201	241	231	261	301	281	173	183	221	211	201	211	-
THIRD QUARTILE	201	251	271	301	251	426	501	231	271	251	281	316	301	201	211	241	231	221	251	-
NO. COMPANIES	5	12	6	61	66	29	25	74	78	56	63	56	10	36	54	76	71	35	45	-
NO. EMPLOYEES	10	30	11	184	361	84	64	376	335	250	342	217	16	157	533	872	104	144	154	-

GOVERNMENT AGENCIES (ALL LEVELS)

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	231	-	306	228	370	450	210	240	232	265	304	242	170	204	229	219	202	-	191
FIRST QUARTILE	-	221	-	271	211	338	426	191	211	221	251	261	221	153	183	211	201	191	-	135
MEDIAN	-	231	-	301	231	363	476	201	231	231	271	301	251	173	201	231	221	201	-	211
THIRD QUARTILE	-	241	-	338	241	426	501	221	261	251	281	338	271	183	231	241	241	211	-	221
NO. COMPANIES	-	6	-	15	19	12	14	19	20	22	22	23	9	7	17	23	18	19	-	9
NO. EMPLOYEES	-	118	-	172	543	170	199	551	507	1682	843	337	75	180	769	1778	97	2088	-	78

ALL OTHER TYPES OF BUSINESS *

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	216	250	290	288	222	361	439	225	272	237	275	323	317	197	212	254	220	205	285	220
FIRST QUARTILE	191	211	251	231	183	316	388	191	231	201	241	271	271	168	178	211	191	173	231	173
MEDIAN	211	241	281	271	211	363	476	221	261	231	271	316	316	191	201	241	211	201	281	201
THIRD QUARTILE	241	281	316	338	241	426	501	251	301	271	316	363	363	211	241	281	241	231	338	251
NO. COMPANIES	42	139	85	185	196	112	120	248	271	264	301	310	61	130	203	214	281	176	93	100
NO. EMPLOYEES	126	595	208	573	1141	379	468	1299	1106	4126	4199	2141	573	757	2418	2665	677	1323	1151	203

*(Utilities, Ed., Med., Emp., etc.)

WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T

East Central U.S. — Salaries by Type of Business

MANUFACTURING/PROCESSING	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	230	263	303	322	267	391	459	256	299	272	305	353	337	206	232	273	238	236	313	245
FIRST QUARTILE	201	221	271	271	211	338	426	211	251	231	261	301	291	168	191	221	201	191	261	191
MEDIAN	221	261	301	316	241	388	476	231	291	261	301	338	338	191	221	261	231	221	316	231
THIRD QUARTILE	241	301	338	363	301	426	501	281	338	316	338	426	363	231	251	316	261	271	363	281
NO. COMPANIES	28	68	39	215	221	131	124	233	265	209	266	246	21	92	165	231	261	139	149	39
NO. EMPLOYEES	60	230	65	620	1050	502	514	1189	1409	1869	2743	1078	68	277	1335	1912	379	647	770	87

BANKING/INSURANCE/FINANCIAL	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	188	215	263	264	210	356	419	207	238	230	259	305	273	167	192	223	207	184	230	198
FIRST QUARTILE	168	191	231	231	191	316	388	178	211	211	231	271	251	148	168	191	183	163	201	183
MEDIAN	183	211	251	261	211	338	426	201	241	221	251	301	271	163	191	221	201	178	221	201
THIRD QUARTILE	201	231	281	301	231	388	476	221	261	261	291	338	301	178	211	251	231	201	251	211
NO. COMPANIES	45	89	58	115	126	97	76	136	149	136	147	151	40	131	145	153	150	120	106	45
NO. EMPLOYEES	134	313	156	506	1230	645	665	818	973	1629	1955	915	133	1372	3359	3725	293	1057	1246	84

RETAIL/WHOLESALE SALES AND DISTR.	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	191	238	280	288	225	367	429	218	259	241	291	329	-	182	242	294	211	194	285	238
FIRST QUARTILE	178	211	241	241	191	301	388	183	231	211	251	291	-	163	211	241	183	173	241	211
MEDIAN	191	231	291	281	211	363	426	211	261	231	291	338	-	173	231	291	201	191	261	231
THIRD QUARTILE	191	251	301	338	261	426	476	251	291	261	338	363	-	191	271	338	231	211	316	271
NO. COMPANIES	3	10	7	54	64	26	22	60	56	42	63	57	-	34	45	53	62	27	35	6
NO. EMPLOYEES	14	96	74	172	356	99	63	516	243	366	578	311	-	116	1124	998	83	100	182	38

GOVERNMENT AGENCIES (ALL LEVELS)	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	206	260	334	316	231	404	480	266	312	316	313	345	310	197	251	259	286	260	280	235
FIRST QUARTILE	201	221	338	301	201	363	501	241	281	338	261	316	291	168	221	221	301	241	231	211
MEDIAN	201	271	338	316	221	426	501	271	338	338	316	338	316	191	281	251	301	281	281	241
THIRD QUARTILE	201	281	338	338	241	426	501	271	338	338	363	388	316	221	281	271	301	281	316	251
NO. COMPANIES	3	10	8	27	26	19	19	39	45	39	47	48	15	15	34	40	40	39	9	12
NO. EMPLOYEES	10	47	42	134	178	213	326	264	348	2773	1225	367	102	709	2285	1229	378	2116	67	19

ALL OTHER TYPES OF BUSINESS*	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	210	249	284	295	236	354	421	239	279	254	284	323	276	199	222	252	223	223	318	220
FIRST QUARTILE	201	211	251	251	201	316	388	201	231	221	241	271	241	158	183	211	191	191	231	183
MEDIAN	211	251	271	281	231	338	426	231	271	251	281	316	271	191	211	231	221	221	338	211
THIRD QUARTILE	221	271	316	338	261	388	476	261	316	281	316	363	301	221	241	271	241	241	426	241
NO. COMPANIES	29	101	61	146	151	96	82	177	201	203	205	216	35	98	152	173	200	115	64	62
NO. EMPLOYEES	115	491	91	493	850	383	468	996	1126	3477	2684	1076	265	546	1752	2020	671	932	575	115

*(Utilities, Ed., Med., Emp., etc.)

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

West Central U.S. — Salaries by Type of Business

MANUFACTURING/PROCESSING

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	223	267	333	299	242	388	444	231	273	256	288	342	298	199	213	246	230	211	269	229
FIRST QUARTILE	191	231	291	261	211	338	426	201	231	221	261	301	271	168	178	201	201	178	221	191
MEDIAN	221	261	316	291	231	388	476	221	261	251	281	338	291	191	201	231	221	201	251	231
THIRD QUARTILE	241	291	388	338	261	426	501	261	301	281	316	388	316	221	231	271	251	231	316	261
NO. COMPANIES	21	63	36	169	189	113	105	184	217	163	196	181	20	93	146	182	207	94	111	32
NO. EMPLOYEES	52	211	102	445	915	393	417	839	846	1494	2000	1168	76	212	897	1359	293	508	406	61

BANKING/INSURANCE/FINANCIAL

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	185	212	258	267	201	366	434	198	244	218	255	304	273	165	185	222	204	184	243	188
FIRST QUARTILE	168	191	231	231	173	316	388	173	211	191	231	261	221	148	168	191	178	163	201	153
MEDIAN	183	211	251	261	201	363	426	191	241	211	251	301	271	163	178	211	201	178	231	191
THIRD QUARTILE	201	231	281	301	221	426	476	211	271	241	281	338	316	173	201	241	221	201	281	201
NO. COMPANIES	57	114	70	114	128	86	84	148	159	130	167	157	51	142	140	153	168	116	98	41
NO. EMPLOYEES	145	505	125	468	929	727	613	756	753	732	1151	564	93	1285	2995	3131	280	854	957	77

RETAIL/WHOLESALE SALES AND DISTR.

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	184	222	289	289	241	346	419	201	236	221	253	311	-	173	205	216	212	194	245	196
FIRST QUARTILE	135	191	261	241	201	281	388	178	201	201	221	261	-	158	168	191	178	168	201	178
MEDIAN	158	201	281	281	241	338	426	201	231	221	251	316	-	163	191	201	211	191	241	183
THIRD QUARTILE	221	241	291	338	281	388	476	221	261	251	271	363	-	178	251	241	241	211	281	211
NO. COMPANIES	7	14	8	50	56	22	19	49	62	39	56	49	-	25	41	55	58	27	35	8
NO. EMPLOYEES	12	25	10	161	370	77	90	335	213	178	222	140	-	35	319	452	89	55	172	13

GOVERNMENT AGENCIES (ALL LEVELS)

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	240	228	232	279	217	401	384	227	274	219	240	292	265	215	182	239	200	228	283	216
FIRST QUARTILE	251	191	211	241	191	363	363	201	251	211	221	261	231	201	168	211	178	201	261	183
MEDIAN	251	221	211	281	211	426	388	221	291	211	241	291	261	231	168	261	201	251	301	201
THIRD QUARTILE	251	261	251	316	251	426	426	251	291	231	251	338	301	231	191	261	221	251	316	231
NO. COMPANIES	10	23	12	37	39	29	30	50	55	54	58	53	15	23	49	53	43	37	6	16
NO. EMPLOYEES	268	425	107	182	822	404	172	733	611	2158	1534	526	41	882	1793	2147	205	3301	26	24

ALL OTHER TYPES OF BUSINESS*

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	206	237	285	275	225	361	428	224	263	226	256	295	286	184	203	232	226	206	281	215
FIRST QUARTILE	183	211	251	231	191	316	363	191	221	191	221	251	241	153	173	201	191	191	221	178
MEDIAN	201	231	271	261	211	363	426	211	251	221	251	281	281	178	191	221	211	191	261	211
THIRD QUARTILE	221	261	301	316	251	388	476	251	301	251	281	338	316	211	221	261	251	221	338	241
NO. COMPANIES	26	104	59	119	141	71	82	153	181	157	194	190	46	95	111	131	188	94	71	60
NO. EMPLOYEES	84	421	86	390	750	241	395	897	859	2562	2184	948	365	670	1610	1924	682	999	688	119

*(Utilities, Ed., Med., Emp., etc.)

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

Southern U.S. — Salaries by Type of Business

MANUFACTURING/PROCESSING

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	226	247	293	287	226	368	443	235	275	257	282	325	294	189	225	260	224	213	251	219
FIRST QUARTILE	201	211	251	241	191	316	426	201	221	221	241	281	261	163	191	211	191	183	201	201
MEDIAN	221	241	281	281	221	363	426	221	261	251	271	316	291	183	211	251	211	211	241	211
THIRD QUARTILE	251	281	338	316	241	426	501	251	301	291	316	363	316	211	241	291	251	231	281	231
NO. COMPANIES	18		25		149		82		189		184		14		123		193		78	
		55		148		78		160		150		159		69		171		97		36
NO. EMPLOYEES	33		66		592		371		745		1372		55		1044		272		392	
		213		400		261		709		1194		668		202		1442		307		74

BANKING/INSURANCE/FINANCIAL

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	189	210	246	267	196	338	421	201	242	205	240	296	270	166	182	217	195	189	209	193
FIRST QUARTILE	163	191	221	231	168	301	363	178	211	183	211	261	231	148	163	191	168	163	178	168
MEDIAN	191	211	241	261	191	338	426	201	231	211	241	291	281	158	178	211	191	183	201	191
THIRD QUARTILE	211	231	271	291	221	363	476	221	271	231	261	338	291	178	191	231	221	211	231	221
NO. COMPANIES	37		50		113		58		124		144		29		114		143		88	
		81		98		64		108		125		136		123		124		93		35
NO. EMPLOYEES	125		104		1151		525		735		1731		55		3449		238		1410	
		300		458		580		847		1652		694		1044		3778		879		79

RETAIL/WHOLESALE SALES AND DISTR.

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	231	269	255	221	375	420	206	237	247	272	288	-	174	187	226	203	223	236	241
FIRST QUARTILE	-	191	231	231	191	316	368	178	191	221	231	251	-	158	158	191	178	201	201	163
MEDIAN	-	241	241	241	221	363	426	201	221	251	271	281	-	168	183	221	201	221	231	221
THIRD QUARTILE	-	271	271	271	241	426	476	231	271	291	316	316	-	183	211	261	221	251	271	261
NO. COMPANIES	-		10		74		33		70		75		-		52		89		48	
		14		64		27		77		54		60		34		61		26		9
NO. EMPLOYEES	-		12		353		99		391		297		-		343		106		200	
		45		193		69		493		241		126		69		455		190		13

GOVERNMENT AGENCIES (ALL LEVELS)

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	222	244	278	212	357	451	215	234	215	237	286	278	176	195	238	209	194	212	221
FIRST QUARTILE	-	201	201	231	191	338	426	178	201	178	201	251	241	153	178	201	173	163	201	173
MEDIAN	-	231	221	271	211	363	476	211	231	211	221	271	271	163	191	231	191	191	211	211
THIRD QUARTILE	-	241	271	301	221	388	501	251	261	241	261	301	281	183	211	261	231	221	211	231
NO. COMPANIES	-		12		33		27		30		38		16		30		26		12	
		23		29		23		29		32		40		21		30		33		10
NO. EMPLOYEES	-		27		279		268		362		1125		67		1085		114		429	
		196		124		133		273		1134		348		280		1344		769		19

ALL OTHER TYPES OF BUSINESS*

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	214	257	300	279	230	371	438	246	284	246	275	329	279	182	214	241	215	210	286	213
FIRST QUARTILE	178	221	271	241	191	338	388	201	231	211	241	281	241	153	183	211	183	183	231	173
MEDIAN	201	261	291	271	221	363	426	231	271	231	271	316	271	173	211	231	211	211	281	201
THIRD QUARTILE	231	301	338	301	251	426	501	271	338	271	316	363	301	201	231	271	241	231	338	251
NO. COMPANIES	33		68		147		101		220		232		48		148		227		74	
		117		153		94		200		181		231		98		166		125		73
NO. EMPLOYEES	80		179		910		1108		1046		2668		384		2063		638		969	
		529		589		443		1219		2643		1375		496		2362		1235		149

*(Utilities, Ed., Med., Emp., etc.)

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

Western U.S. — Salaries by Type of Business

MANUFACTURING/PROCESSING

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	282	285	340	296	246	389	457	251	292	269	308	341	-	198	229	267	231	240	308	234
FIRST QUARTILE	261	241	291	261	211	338	426	211	241	231	261	301	-	173	201	231	201	201	251	183
MEDIAN	281	281	339	291	241	388	476	241	281	261	301	338	-	191	221	261	221	231	291	231
THIRD QUARTILE	338	316	363	316	281	476	501	291	338	301	363	363	-	221	251	301	261	271	363	261
NO. COMPANIES	12	41	18	87	104	55	66	112	133	94	118	115	-	36	93	115	126	41	60	15
NO. EMPLOYEES	35	116	22	190	367	196	250	416	471	548	803	419	-	86	650	821	186	193	256	37

BANKING/INSURANCE/FINANCIAL

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	213	245	299	299	231	389	449	226	263	257	291	340	299	174	195	233	218	207	249	206
FIRST QUARTILE	183	221	261	261	201	363	426	201	241	231	271	316	271	158	173	211	191	183	221	173
MEDIAN	211	241	301	291	231	388	476	221	251	251	291	338	291	168	191	231	211	201	251	211
THIRD QUARTILE	221	271	338	338	251	426	476	251	281	291	316	363	316	183	211	251	231	221	261	231
NO. COMPANIES	29	79	50	61	84	36	87	78	99	79	108	107	25	93	84	99	108	67	63	23
NO. EMPLOYEES	75	257	103	259	693	244	418	400	455	1683	1516	597	90	757	1693	2420	182	510	1655	33

RETAIL/WHOLESALE SALES AND DISTR.

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	270	295	289	242	402	449	242	277	274	309	327	-	192	219	240	225	211	239	251
FIRST QUARTILE	-	241	281	241	201	338	426	201	241	241	281	291	-	153	173	191	191	191	191	191
MEDIAN	-	251	281	281	231	388	476	231	271	271	316	338	-	168	211	231	221	201	221	221
THIRD QUARTILE	-	281	291	338	271	476	501	261	316	316	338	363	-	221	241	281	261	221	271	261
NO. COMPANIES	-	12	7	46	55	20	16	60	69	44	45	43	-	20	47	62	69	18	36	9
NO. EMPLOYEES	-	16	10	100	190	40	59	349	308	220	189	126	-	32	167	303	111	69	100	15

GOVERNMENT AGENCIES (ALL LEVELS)

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	199	291	282	330	243	385	476	250	287	234	265	303	258	192	232	252	252	213	288	225
FIRST QUARTILE	178	241	251	316	221	338	476	221	251	201	241	271	221	178	201	221	231	191	241	211
MEDIAN	191	316	281	338	241	388	476	241	281	231	261	301	241	191	231	241	261	211	281	221
THIRD QUARTILE	211	338	301	363	261	426	501	271	316	261	281	316	301	211	271	281	231	221	301	241
NO. COMPANIES	13	23	12	37	44	30	37	41	46	39	44	41	20	15	35	39	29	34	13	8
NO. EMPLOYEES	947	811	736	256	1094	245	824	997	1150	2638	2172	1174	844	1544	5710	2645	447	2950	175	985

ALL OTHER TYPES OF BUSINESS*

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	218	267	321	301	231	399	460	237	295	252	285	341	334	185	223	261	234	234	324	212
FIRST QUARTILE	191	221	281	261	201	338	426	201	251	221	241	301	291	158	178	211	201	191	231	178
MEDIAN	211	261	316	291	211	388	476	231	281	241	271	338	338	178	201	251	231	221	301	201
THIRD QUARTILE	251	316	363	338	251	476	501	251	316	281	316	388	388	191	241	291	261	251	426	241
NO. COMPANIES	30	97	52	111	120	60	65	142	164	134	171	171	30	75	111	124	159	91	49	55
NO. EMPLOYEES	72	448	96	323	1056	257	384	739	791	2593	2352	1083	262	551	1634	1779	458	940	819	126

*(Utilities, Ed., Med., Emp., etc.)

Summary of Weekly Salary Levels for the Twenty Positions in the United States

This table summarizes the salary levels for all of the participating companies in the United States. The data reflects the total number of employees reported by position titles at the various levels of weekly compensation rates.

An "A" has been placed to the left of the number of employees that fall in the salary level representing the average weekly salary of all of the employees reported in that particular job category.

For easy reference, the shaded figures for each job category indicate the number of employees by consecutive salary levels which represent the range from the first quartile to the third quartile inclusively. (The middle 50%)

For example, by referring to the position of Secretary A you can determine that of a total of 42,976 employees reported, 3,072 received a weekly salary between $276 and $285 and the average of $276 falls within this range. The shaded area covers the salaries between $236 and $325 which includes the first quartile rate of $241 and the third quartile rate of $316.

Looking at the position of Accounting Clerk A you can determine that of a total of 18,737 employees reported, 1,270 employees received a base salary of $266 to $275 and the average weekly salary of $270 falls within this range. The shaded area covers base weekly salaries between $226 and $305 and the first quartile salary of $231 and the third quartile salary of $301 fall within this range.

This procedure can be applied to each position in the survey.

	WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR
	A	B	C	D	E
$ WEEKLY RATES					
UNDER-135	12	13		3	44
136-140	12	9	2		43
141-145	8	30		5	54
146-150	12	11		2	188
151-155	27	33	1	2	257
156-160	34	19	2	10	309
161-165	53	68	2	24	319
166-170	263	54	3	27	461
171-175	92	95	3	43	574
176-180	197	120	5	35	622
181-185	203	154	11	58	720
186-195	317	481	19	164	1728
196-205	333	536	43	283	1914
206-215	A 270	649	135	332	2257
216-225	247	611	107	381	2715
226-235	118	321	160	488 A	1683
236-245	77	515	201	590	1393
246-255	281 A	510	244	622	1877
256-265	40	561	161	560	720
266-275	37	383	220	617	578
276-285	62	286 A	223	580	744
286-295	41	212	238 A	540	351
296-305	27	175	192	537	217
306-325	11	262	302	870	344
326-350	18	627	265	831	310
351-375	2	98	70	474	177
376-400	1	40	52	401	172
401-450	4	33	63	262	191
451-500		5	11	135	31
501-OVER	1	1	5	51	7
TOTAL	2739	7297	2740	8930	19600

PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER-SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR	
F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	
		32	7	187	9	3	1	394	199	28	36	155	41	36	1200
		65	6	40	6	1		458	352	59	24	92	25	32	1226
		81	10	33	13	2	3	562	565	84	32	205	29	14	1730
1		201	14	99	14	9		858	1057	168	64	350	65	42	3155
		175	26	185	43	4	1	1052	1041	224	97	469	66	36	3739
2		301	63	250	69	8	7	[illegible]	1568	472	143	595	145	53	5017
4		408	82	403	141	5	7	[illegible]	1753	630	144	885	192	34	5999
	17	508	91	663	142	9	2	[illegible]	2926	701	285	1157	193	59	8836
1	2	577	114	653	181	19	8	[illegible]	[illegible]	1052	260	998	295	76	8259
		609	165	758	255	35	5	[illegible]	[illegible]	1193	293	1142	379	66	9460
		769	204	772	358	30	8A	[illegible]	[illegible]	1454	358	[illegible]	467	76	10047
4	1	[illegible]	579	2280	798	68	19	[illegible]	[illegible]	3087	[illegible]	[illegible]	787	148	21270
19	4	[illegible]	858	2573	1281	143	164	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	1054	[illegible]	24228
25	3	[illegible]	1093	[illegible]	1752	224	152	701A	[illegible]	[illegible]	79[illegible]	[illegible]	[illegible]	[illegible]	28167
50	2	[illegible]	1322	[illegible]	2279	302	247	740	[illegible]	[illegible]	A750	[illegible]	[illegible]	A [illegible]	24926
52	7A	[illegible]	[illegible]	[illegible]	2828	568	241	868	[illegible]	[illegible]	582	[illegible]	[illegible]	[illegible]	24690
60	8	[illegible]	[illegible]	[illegible]	[illegible]	645	[illegible]	150	1878A	[illegible]	541	[illegible]	[illegible]	[illegible]	21234
103	7	[illegible]	1523A	[illegible]	[illegible]	970	[illegible]	122	1549	[illegible]	[illegible]	2466	[illegible]	305	23319
138	18	751	[illegible]	[illegible]	[illegible]	838	[illegible]	144	852	[illegible]	409	487A	[illegible]	54	17879
148	11	917A	[illegible]	[illegible]	[illegible]	939	[illegible]	62	2132	2168	250	429	[illegible]	46	16673
319	32	542	[illegible]	1760A	[illegible]	[illegible]	[illegible]	98	1463	1509	280	1762	[illegible]	43	15781
381	38	345	[illegible]	2160	[illegible]	[illegible]	A [illegible]	20	341	1287	121	157	[illegible]	29	12255
306	60	271	[illegible]	1312	[illegible]	[illegible]	[illegible]	18	354	1326	380	135	454	32	10679
[illegible]	164	500	1140	1409	[illegible]	A [illegible]	[illegible]	58	517	1388	218	181	763	44	16009
[illegible]	584	377	1430	3023	2941	[illegible]	[illegible]	19	445	1476	91	148	868	25	17999
[illegible]	873	179	635	502	2057	[illegible]	269	14	288	909	39	184	493	24	10440
[illegible]	[illegible]	173	479	322	969	1466	131	13	176	502	14	30	494	12	7565
[illegible]	A [illegible]	149	333	169	671	1538	129	8	87	277	18	47	415	10	8633
608	[illegible]	40	178	47	286	643	25	2	10	202	12	7	347	2	4904
342	[illegible]	12	73	21	77	254	5		20	96	8	4	90	4	3970
	10551		18737		42976		3934		45382		8022		15966		
887		18712		43034		19763		14427		49311		25556		2725	369289

JOB CATEGORY

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK/TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

CANADA

BRANTFORD, ON

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
JOB CATEGORY																		RAYMOND INDUST. EQUIP. LTD.	S. IVANCIC LTD.	
AVERAGE	-	-	-	314	257	-	-	265	325	265	312	366	-	251	244	289	244	237	-	-
FIRST QUARTILE	-	-	-	261	211	-	-	231	301	241	291	316	-	173	211	241	201	191	-	-
MEDIAN	-	-	-	316	241	-	-	261	316	261	316	363	-	281	231	281	241	221	-	-
THIRD QUARTILE	-	-	-	363	316	-	-	301	338	281	338	388	-	301	271	338	281	281	-	-
NO. COMPANIES	-	-	-	15	13	-	-	17	19	13	19	15	-	6	14	18	22	8	-	-
NO. EMPLOYEES	-	-	-	21	29	-	-	31	42	34	51	20	-	24	80	55	22	35	-	-

CALGARY, AB

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
JOB CATEGORY																		MS. KELLY	S. LEOPOLD SERVICES	
AVERAGE	-	324	385	364	303	422	481	283	358	292	348	407	-	223	286	336	280	232	308	-
FIRST QUARTILE	-	281	338	316	251	363	476	241	291	241	301	363	-	201	231	281	241	201	261	-
MEDIAN	-	316	363	363	301	426	501	261	338	291	338	388	-	211	261	316	271	241	301	-
THIRD QUARTILE	-	363	426	388	338	476	501	301	426	316	388	476	-	241	338	363	316	251	316	-
NO. COMPANIES	-	14	11	10	16	4	10	23	27	18	22	15	-	13	16	16	26	10	6	-
NO. EMPLOYEES	-	39	12	30	61	23	48	100	94	99	141	48	-	47	102	148	42	28	28	-

EDMONTON, AB

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
JOB CATEGORY																			M. ELLIS C.I.L.	
AVERAGE	-	362	-	360	323	459	492	322	409	308	353	381	-	260	304	342	297	277	403	275
FIRST QUARTILE	-	338	-	301	281	426	501	281	363	271	316	338	-	251	261	301	261	241	338	241
MEDIAN	-	363	-	338	338	476	501	301	426	301	338	363	-	261	291	316	301	281	388	281
THIRD QUARTILE	-	388	-	388	338	501	501	338	426	316	388	388	-	271	363	388	338	316	476	291
NO. COMPANIES	-	8	-	15	18	8	13	24	30	22	26	24	-	15	20	27	33	23	11	5
NO. EMPLOYEES	-	19	-	36	90	42	92	132	168	253	287	103	-	146	296	328	75	254	23	10

GRAND VALLEY, ON

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
JOB CATEGORY																			R. HEIMPEL THE COOPERATORS	
AVERAGE	244	244	-	317	246	385	435	244	301	258	279	329	-	198	222	254	238	219	270	222
FIRST QUARTILE	221	221	-	271	221	338	426	221	261	231	261	301	-	183	201	221	221	201	211	201
MEDIAN	251	241	-	316	241	388	426	241	301	251	271	316	-	201	221	251	231	211	261	221
THIRD QUARTILE	251	261	-	338	271	426	476	271	338	271	301	338	-	211	241	281	261	231	316	241
NO. COMPANIES	8	18	-	46	44	26	27	65	78	50	69	56	-	25	48	65	78	44	26	12
NO. EMPLOYEES	12	47	-	95	163	77	110	261	236	351	280	137	-	122	347	493	93	159	81	13

HAMILTON, ON

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
JOB CATEGORY																			E. PETERS ROYAL OAK DAIRY	
AVERAGE	-	316	369	356	291	403	449	276	320	337	318	354	-	270	239	283	262	269	296	-
FIRST QUARTILE	-	261	316	281	241	338	426	221	261	271	261	316	-	211	211	231	211	231	251	-
MEDIAN	-	316	363	363	271	426	476	251	301	316	316	338	-	241	231	271	251	251	281	-
THIRD QUARTILE	-	363	426	426	388	476	476	301	363	426	388	388	-	338	261	316	301	281	316	-
NO. COMPANIES	-	15	14	29	37	19	19	42	50	34	55	32	-	28	43	45	57	38	19	-
NO. EMPLOYEES	-	55	50	57	135	59	42	101	131	333	423	51	-	157	167	167	93	402	80	-

LONDON, ON

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
JOB CATEGORY																			J. K. SCOTT INTERBAKE FOODS. LTD.	
AVERAGE	-	283	279	301	282	414	458	244	304	267	312	345	221	207	267	333	251	237	303	266
FIRST QUARTILE	-	261	251	251	261	338	426	211	261	251	291	301	211	191	241	291	211	211	261	231
MEDIAN	-	281	251	281	271	426	501	251	291	271	316	338	221	201	271	338	251	241	316	271
THIRD QUARTILE	-	291	316	338	301	476	501	281	316	271	338	388	241	231	301	363	281	261	316	281
NO. COMPANIES	-	9	6	19	18	11	11	20	21	20	22	19	4	10	15	24	25	15	9	7
NO. EMPLOYEES	-	27	10	42	89	38	33	94	90	160	148	86	11	28	251	592	37	62	45	11

OTTAWA, ON

MS. M. RENOUD
THE CO-OPERATORS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	298	384	312	283	449	-	299	338	260	309	376	-	256	284	305	274	268	372	255
FIRST QUARTILE	-	281	388	301	261	426	-	261	316	231	291	338	-	221	261	271	251	221	338	241
MEDIAN	-	281	388	301	281	426	-	281	338	251	316	388	-	241	281	291	281	241	338	241
THIRD QUARTILE	-	338	388	338	291	476	-	316	363	261	316	388	-	241	316	338	291	301	426	271
NO. COMPANIES	-	5	4	7	6	3	-	9	10	8	9	8	-	6	5	6	11	8	4	5
NO. EMPLOYEES	-	43	87	23	15	13	-	46	135	77	215	166	-	20	283	91	26	57	57	13

VANCOUVER, BC

MRS. C. LEDDING
B.C. HYDRO & POWER AUTHORITY

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	311	336	373	446	313	465	495	294	373	301	352	449	329	260	301	318	301	275	340	263
FIRST QUARTILE	241	301	338	388	271	426	501	241	338	291	338	426	301	261	271	291	281	261	338	251
MEDIAN	338	316	388	426	316	476	501	281	363	291	363	476	316	261	316	316	291	271	338	251
THIRD QUARTILE	338	388	388	501	338	501	501	316	388	316	363	501	316	271	338	338	316	291	338	251
NO. COMPANIES	4	10	9	15	26	9	7	19	33	26	26	18	4	18	20	28	31	22	13	6
NO. EMPLOYEES	17	59	15	64	228	33	37	212	222	494	291	74	15	133	157	274	61	85	206	43

VICTORIA, BC

MRS. G. TAPLEY
MARITIMES FORCES PACIFIC

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	250	231	223	249	260	220	232	221	228	248	231	198	209	219	209	197	223	187
FIRST QUARTILE	-	-	241	221	221	241	231	211	221	211	221	241	211	191	201	221	201	191	201	178
MEDIAN	-	-	251	231	221	251	261	221	231	221	231	251	231	201	211	221	201	201	241	191
THIRD QUARTILE	-	-	261	241	231	271	281	231	241	231	241	261	241	211	221	231	221	201	241	191
NO. COMPANIES	-	-	12	15	16	23	10	27	25	14	20	15	9	25	16	16	9	20	14	26
NO. EMPLOYEES	-	-	23	43	54	36	13	78	61	24	35	20	10	70	41	44	16	72	30	48

WINNIPEG, MB

MS. D. HOARE
WINNIPEG CHAPTER, AMS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	231	270	-	358	270	382	462	276	341	277	305	346	316	206	229	290	245	239	283	243
FIRST QUARTILE	221	261	-	338	251	338	426	251	261	251	281	281	271	201	211	251	221	221	231	231
MEDIAN	231	261	-	363	271	388	476	281	316	271	301	338	316	201	231	281	241	241	251	231
THIRD QUARTILE	241	271	-	388	291	426	501	301	388	291	316	388	316	211	241	316	271	251	338	241
NO. COMPANIES	16	7	-	14	25	16	14	19	29	20	22	22	3	15	18	20	28	18	9	5
NO. EMPLOYEES	11	21	-	39	111	43	42	97	100	92	106	49	12	56	341	307	63	151	26	10

EASTERN UNITED STATES

ALBANY, NY

MRS. T. KATZ
BUS. ENVIRMT. BY RAS INC.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	257	208	331	365	222	247	213	238	293	-	152	173	207	199	178	259	-
FIRST QUARTILE	-	-	-	211	178	301	291	183	221	191	221	251	-	138	153	173	173	148	211	-
MEDIAN	-	-	-	231	201	316	363	221	251	201	231	281	-	138	163	201	191	168	271	-
THIRD QUARTILE	-	-	-	301	241	338	426	241	281	231	261	338	-	163	191	231	211	191	291	-
NO. COMPANIES	-	-	-	14	14	6	6	17	14	15	19	19	-	10	13	18	17	11	10	-
NO. EMPLOYEES	-	-	-	30	123	14	27	92	90	184	131	97	-	72	231	249	23	111	91	-

ATLANTIC CITY AREA, NJ

MS. M. KAYE
SNELLING & SNELLING

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	341	223	406	465	202	261	257	259	313	251	176	216	250	235	194	267	-
FIRST QUARTILE	-	-	-	301	191	316	476	183	221	191	221	281	221	148	168	211	176	163	211	-
MEDIAN	-	-	-	316	211	426	501	191	231	221	241	301	251	158	221	231	241	183	251	-
THIRD QUARTILE	-	-	-	388	251	501	501	221	271	338	271	338	281	201	251	261	261	221	338	-
NO. COMPANIES	-	-	-	6	10	5	6	10	11	10	14	13	3	7	12	12	11	7	7	-
NO. EMPLOYEES	-	-	-	75	73	32	81	76	69	68	91	50	17	115	228	635	17	36	78	-

BOSTON, MA

D. A. SAPORITO
RELIANCE INSURANCE CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	246	241	270	284	217	371	455	226	276	240	284	333	316	179	205	235	226	208	253	207
FIRST QUARTILE	221	211	231	251	211	338	426	211	251	211	251	281	281	163	191	211	201	178	231	191
MEDIAN	251	231	271	271	211	363	476	221	271	231	281	338	338	173	211	241	211	211	241	211
THIRD QUARTILE	271	271	291	316	231	426	501	241	301	271	316	388	338	191	211	251	251	231	271	221
NO. COMPANIES	4	16	11	26	29	17	21	30	29	27	31	31	7	23	20	25	28	18	13	13
NO. EMPLOYEES	23	50	39	120	275	204	165	260	550	936	809	272	14	161	894	686	94	279	129	34

WORD PROCESSING TRAINER	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T

BUFFALO, NY

R. WEICHMAN
WHITING ROLL UP DOOR MFG. CO.

TOTAL ALL TYPES OF BUSINESS

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	177	232	258	270	226	339	417	205	259	234	255	306	-	180	225	243	219	214	244	193
FIRST QUARTILE	158	201	241	231	183	301	388	163	211	201	211	261	-	158	178	221	183	191	191	135
MEDIAN	168	211	261	251	241	338	426	201	251	241	251	301	-	173	231	251	221	231	251	148
THIRD QUARTILE	173	261	261	301	251	363	476	251	291	251	291	338	-	201	251	261	241	231	271	231
NO. COMPANIES	3	17	11	44	44	30	23	52	58	47	57	54	-	19	39	47	61	34	26	15
NO. EMPLOYEES	13	53	11	91	324	147	120	302	278	599	358	193	-	81	381	663	131	507	134	47

CHESTER COUNTY, PA

MRS. J. T. ARNETT
KENNECOTT CORP.

TOTAL ALL TYPES OF BUSINESS

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	239	-	310	249	355	438	211	277	262	318	319	-	174	196	233	230	215	256	267
FIRST QUARTILE	-	201	-	231	178	316	426	178	231	221	251	281	-	135	153	183	191	183	173	191
MEDIAN	-	201	-	316	231	363	426	201	251	271	301	316	-	148	178	221	211	211	261	221
THIRD QUARTILE	-	291	-	363	281	388	476	231	316	291	363	338	-	201	221	261	261	231	316	338
NO. COMPANIES	-	8	-	22	22	7	9	25	35	24	35	22	-	14	19	27	29	18	10	7
NO. EMPLOYEES	-	21	-	52	86	17	25	120	95	203	178	62	-	57	181	287	49	59	29	17

CONCORD, NH

MS. L. BEAN
BUSINESS & IND. ASSN. OF N.H.

TOTAL ALL TYPES OF BUSINESS

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	251	204	316	452	211	253	220	250	281	-	[illegible]	[illegible]	220	190	177	264	-
FIRST QUARTILE	-	-	-	211	178	281	426	183	211	183	211	251	-	[illegible]	[illegible]	191	158	163	211	-
MEDIAN	-	-	-	241	191	316	476	201	241	201	241	281	-	[illegible]	[illegible]	221	183	168	281	-
THIRD QUARTILE	-	-	-	281	231	338	476	221	271	251	281	316	-	[illegible]	[illegible]	241	201	191	301	-
NO. COMPANIES	-	-	-	17	14	6	10	16	23	9	20	18	-	6	12	[illegible]	19	8	11	-
NO. EMPLOYEES	-	-	-	40	36	14	33	49	60	194	117	107	-	12	52	154	23	26	122	-

DELAWARE, DE

R. F. DETWILER
DELMARVA POWER

TOTAL ALL TYPES OF BUSINESS

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	232	232	255	311	246	319	430	227	271	244	270	337	254	173	199	246	215	213	227	236
FIRST QUARTILE	191	191	221	241	201	291	[illegible]	201	231	191	211	261	221	143	168	191	173	168	178	211
MEDIAN	221	231	281	301	241	316	[illegible]	211	261	251	271	338	251	158	191	221	211	191	221	211
THIRD QUARTILE	271	261	281	363	271	338	[illegible]	251	291	291	338	426	271	191	241	316	241	251	271	211
NO. COMPANIES	6	15	10	23	25	13	12	24	24	22	32	31	6	12	18	23	28	19	14	6
NO. EMPLOYEES	34	78	17	133	165	46	40	311	318	699	480	200	53	92	248	359	65	253	85	11

FINGER LAKES, NY

D. E. SMITH
RANDO MACHINE CORP.

TOTAL ALL TYPES OF BUSINESS

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	288	231	-	458	250	255	243	242	284	-	167	201	230	219	197	238	-
FIRST QUARTILE	-	-	-	251	191	-	426	201	231	183	201	231	-	153	178	201	183	173	201	-
MEDIAN	-	-	-	281	211	-	476	211	251	211	241	271	-	163	191	231	221	183	221	-
THIRD QUARTILE	-	-	-	316	251	-	476	251	271	281	281	338	-	178	211	271	231	201	271	-
NO. COMPANIES	-	-	-	13	11	-	6	9	13	12	15	17	-	6	12	14	16	7	12	-
NO. EMPLOYEES	-	-	-	21	32	-	11	22	44	52	79	44	-	24	60	69	20	14	46	-

HARRISBURG AREA, PA *

M. BONCIORNO
PENNSYLVANIA BLUE SHIELD

TOTAL ALL TYPES OF BUSINESS

JOB CATEGORY	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	202	223	256	264	214	339	453	235	274	243	267	307	290	167	191	224	219	201	262	198
FIRST QUARTILE	178	211	231	221	191	291	426	201	231	221	231	261	251	148	173	201	201	178	231	183
MEDIAN	201	231	251	261	211	338	476	231	261	241	261	316	271	163	183	211	211	201	271	201
THIRD QUARTILE	221	241	281	301	231	363	501	261	316	261	301	338	316	183	201	231	241	221	291	211
NO. COMPANIES	7	16	13	21	26	13	13	26	32	26	33	30	3	20	25	28	31	20	12	5
NO. EMPLOYEES	25	70	18	116	187	67	50	119	135	211	279	124	34	206	350	320	52	274	241	10

* This year, figures do not reflect local government salary data

HARTFORD, CT

H. BORNHOLM
HARTFORD STEAM BOILER INS.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	198	220	250	286	220	330	393	206	229	239	263	310	261	169	200	231	219	199	274	216
FIRST QUARTILE	183	211	231	251	211	291	363	183	211	221	241	271	241	158	183	211	191	191	231	211
MEDIAN	191	221	251	291	221	316	388	191	221	241	261	316	261	163	191	231	221	201	261	211
THIRD QUARTILE	211	231	261	316	231	363	426	211	241	261	271	338	271	173	211	241	241	211	301	221
NO. COMPANIES	9	17	11	27	30	19	21	32	34	33	36	30	11	22	31	32	34	29	14	8
NO. EMPLOYEES	44	173	39	156	568	491	458	416	405	1165	1014	243	84	174	555	1563	67	1677	136	50

LANCASTER, PA

S. C. GERZ
GREAT AMERICAN INS. CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	235	-	281	222	360	395	222	256	252	255	308	-	206	197	229	221	210	259	-
FIRST QUARTILE	-	201	-	231	191	301	363	183	211	221	221	261	-	153	163	191	183	168	201	-
MEDIAN	-	251	-	291	221	363	388	231	251	261	251	301	-	231	191	231	221	211	231	-
THIRD QUARTILE	-	271	-	316	251	426	426	251	291	281	291	363	-	251	231	261	251	241	281	-
NO. COMPANIES	-	9	-	32	33	18	20	35	32	29	36	33	-	13	28	35	37	15	23	-
NO. EMPLOYEES	-	20	-	85	112	51	76	110	128	202	172	110	-	42	395	448	56	96	161	-

LEHIGH VALLEY, PA

MRS. L. B. MARTIN
RODALE PRESS, INC.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	208	212	299	288	261	313	427	215	269	275	328	352	293	225	234	277	237	225	265	227
FIRST QUARTILE	173	178	281	221	191	281	388	191	231	201	231	281	211	191	183	211	201	183	211	183
MEDIAN	191	201	291	261	241	291	426	211	251	271	316	388	241	221	211	271	221	211	231	231
THIRD QUARTILE	261	221	316	316	363	363	501	231	301	363	476	426	363	261	301	363	241	251	363	251
NO. COMPANIES	7	12	9	22	24	17	18	27	31	25	32	31	6	13	26	28	27	23	18	7
NO. EMPLOYEES	10	29	27	66	132	63	73	116	90	221	295	164	16	133	381	453	38	150	196	16

METROPOLITAN NEW JERSEY

MRS. K. D. TEASLEY
CHOUSE SCALE CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	215	250	300	289	227	390	469	216	256	248	278	319	245	171	202	233	219	185	238	195
FIRST QUARTILE	191	231	261	261	201	338	476	183	231	221	251	281	201	153	173	201	183	173	211	168
MEDIAN	201	241	281	271	221	388	476	211	251	241	271	316	251	168	191	231	221	173	231	183
THIRD QUARTILE	231	271	338	316	251	426	501	241	271	271	301	363	271	178	221	251	241	201	261	211
NO. COMPANIES	15	41	25	49	50	39	35	55	59	56	63	64	15	37	45	52	65	50	36	25
NO. EMPLOYEES	56	178	69	181	351	271	177	408	409	835	1096	655	72	287	599	798	148	664	299	63

MONTGOMERY COUNTY, PA

J. A. McCAFFERTY
SOC. OF CHARTERED P & C. UND.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	246	265	193	321	426	189	244	233	238	308	-	152	174	194	196	173	218	196
FIRST QUARTILE	-	-	221	221	173	271	368	163	211	221	201	261	-	143	153	173	168	158	178	153
MEDIAN	-	-	221	251	183	316	426	183	241	231	241	301	-	153	163	183	191	168	211	178
THIRD QUARTILE	-	-	281	301	201	363	476	211	261	251	261	338	-	158	191	211	211	183	241	241
NO. COMPANIES	-	-	6	21	22	17	17	24	26	25	25	25	-	11	20	20	26	15	9	8
NO. EMPLOYEES	-	-	23	77	372	96	74	177	100	152	279	123	-	186	320	259	70	133	266	11

NEW YORK, NY

G.F. WEBER III
DELOITTE HASKINS & SELLS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	221	274	314	329	235	365	447	231	282	249	291	360	343	187	198	243	230	204	300	233
FIRST QUARTILE	201	241	261	281	211	316	426	201	231	221	261	316	301	163	178	211	201	183	251	201
MEDIAN	221	261	316	316	231	363	476	221	271	241	281	363	338	178	191	241	221	191	281	221
THIRD QUARTILE	241	316	338	363	251	426	476	251	338	271	316	426	388	201	211	261	241	211	338	251
NO. COMPANIES	18	51	28	50	60	26	29	77	73	80	89	87	35	61	64	71	82	67	28	43
NO. EMPLOYEES	93	284	61	236	606	455	423	452	356	1496	2410	1111	389	448	1451	1782	251	835	485	121

PHILADELPHIA, PA

MS. B. TRENDLE
FIDELITY BANKS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	217	236	269	260	191	361	452	215	281	231	273	302	301	177	197	225	224	200	235	204
FIRST QUARTILE	183	191	211	221	168	316	426	168	231	201	231	261	251	143	163	191	191	158	201	158
MEDIAN	211	221	251	261	191	363	476	201	271	231	261	291	281	158	183	221	211	191	231	183
THIRD QUARTILE	221	271	291	291	211	388	501	231	316	261	301	338	338	201	241	261	271	251	271	241
NO. COMPANIES	11	26	20	32	28	22	22	35	41	38	43	47	9	26	31	36	39	29	22	17
NO. EMPLOYEES	23	116	40	131	295	91	107	170	189	501	580	267	64	135	480	450	90	284	279	26

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

PITTSBURGH, PA

MS. E. J. COLBORN
BITUMINOUS COAL RESEARCH, INC.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	204	256	307	289	270	352	412	237	278	231	294	339	288	179	197	246	216	223	274	244
FIRST QUARTILE	191	211	261	221	201	291	363	191	221	191	231	261	251	153	158	201	173	168	191	178
MEDIAN	201	241	291	271	241	363	426	211	261	211	271	316	301	178	183	231	211	201	231	241
THIRD QUARTILE	221	261	338	338	316	388	476	251	301	261	338	426	316	201	211	271	241	251	338	316
NO. COMPANIES	7	30	15	47	52	28	28	62	63	67	75	67	12	26	51	61	66	42	33	15
NO. EMPLOYEES	12	112	24	117	316	80	124	306	290	842	789	481	29	174	553	589	101	301	271	38

PORTLAND, ME

T. TENNIS
MERRILL TRANSPORT CO.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	212	-	255	188	-	446	240	253	218	248	266	-	-	198	222	193	172	-	-
FIRST QUARTILE	-	178	-	231	168	-	388	211	231	191	211	231	-	-	168	201	178	153	-	-
MEDIAN	-	191	-	251	191	-	476	271	241	211	241	271	-	-	191	221	191	163	-	-
THIRD QUARTILE	-	241	-	281	201	-	501	271	261	221	271	301	-	-	241	251	211	183	-	-
NO. COMPANIES	-	7	-	10	13	-	5	17	24	13	16	17	-	-	11	15	23	10	-	-
NO. EMPLOYEES	-	13	-	20	39	-	20	108	59	97	77	47	-	-	124	135	33	34	-	-

PRINCETON-TRENTON, NJ

L. E. SCHULTY
AMERICAN CYANAMID CO.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	232	-	269	229	330	384	211	275	215	271	309	-	182	194	231	224	171	230	-
FIRST QUARTILE	-	211	-	231	201	291	316	191	241	191	231	271	-	168	178	201	201	153	201	-
MEDIAN	-	221	-	271	231	338	388	211	261	201	271	301	-	173	183	231	211	158	221	-
THIRD QUARTILE	-	251	-	291	241	363	426	231	301	231	301	338	-	201	211	251	241	178	251	-
NO. COMPANIES	-	4	-	9	9	7	7	11	14	13	14	16	-	5	7	11	16	9	6	-
NO. EMPLOYEES	-	22	-	44	65	42	21	67	73	159	174	61	-	77	120	119	31	53	60	-

PROVIDENCE, RI

A. F. WRIGHT
PROVIDENCE CHAPTER, AMS

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	200	-	251	200	300	382	205	230	198	236	276	-	176	177	207	195	190	228	-
FIRST QUARTILE	-	178	-	211	183	281	316	178	211	183	221	251	-	158	163	183	178	178	201	-
MEDIAN	-	201	-	241	191	291	388	201	221	191	231	271	-	173	173	201	191	191	221	-
THIRD QUARTILE	-	211	-	251	211	316	426	211	241	211	251	291	-	191	191	231	201	201	251	-
NO. COMPANIES	-	4	-	12	15	9	9	12	16	15	14	16	-	7	12	13	18	9	11	-
NO. EMPLOYEES	-	15	-	21	49	20	28	29	42	140	153	92	-	29	68	152	35	73	36	-

READING, PA

MRS. B.H. LEIDIAN
HAMILTON BANK

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	167	211	252	278	223	355	440	194	252	225	264	292	-	193	207	242	204	183	218	-
FIRST QUARTILE	163	191	221	241	173	338	426	168	211	201	211	251	-	153	173	201	178	168	201	-
MEDIAN	163	201	241	271	201	363	476	191	241	211	251	281	-	173	191	221	201	178	211	-
THIRD QUARTILE	168	221	261	316	231	388	501	211	281	241	271	316	-	191	221	271	211	191	221	-
NO. COMPANIES	3	7	5	25	24	14	13	33	32	23	28	25	-	15	26	31	29	18	17	-
NO. EMPLOYEES	17	26	17	54	105	38	57	169	95	185	176	87	-	51	298	231	35	66	117	-

SOUTHERN CONNECTICUT

P. McGIVNEY
ETHAN ALLEN INC.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	221	252	286	276	235	387	402	222	260	254	293	348	308	182	208	236	235	215	278	225
FIRST QUARTILE	201	231	261	241	201	338	363	191	221	231	271	316	271	148	178	211	201	191	221	201
MEDIAN	211	251	281	281	231	426	388	211	251	251	291	338	316	178	211	231	231	211	271	221
THIRD QUARTILE	231	261	301	316	261	426	476	251	291	271	316	363	338	201	221	261	251	231	338	241
NO. COMPANIES	8	15	9	22	24	14	17	25	26	31	33	33	9	11	20	24	27	21	12	10
NO. EMPLOYEES	21	70	38	106	135	76	78	148	223	573	1035	571	33	51	271	284	65	137	163	18

SYRACUSE, NY

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															MS. G. HAYTER PEACE, INC.		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	206	218	269	214	336	417	228	260	207	251	284	240	170	188	206	209	194	223	-
FIRST QUARTILE	-	183	201	231	191	316	388	183	231	183	231	241	211	143	158	173	168	163	191	-
MEDIAN	-	191	211	261	211	338	426	231	261	201	251	281	231	153	178	201	211	191	211	-
THIRD QUARTILE	-	221	231	316	231	363	476	271	281	221	281	301	241	191	201	241	251	201	251	-
NO. COMPANIES	-	17	7	19	21	12	10	24	25	24	27	25	4	21	26	28	21	19	16	-
NO. EMPLOYEES	-	45	16	54	188	100	48	145	130	203	234	75	18	146	307	437	29	173	205	-

WESTCHESTER, NY

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															OFFICE HELP	W. WIGGIN TEMPORARIES		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	260	289	296	218	389	448	239	268	258	294	350	320	192	201	227	222	213	244	272
FIRST QUARTILE	-	231	261	251	183	363	426	201	231	231	271	301	301	168	178	191	191	183	211	221
MEDIAN	-	251	291	291	211	388	476	231	261	251	301	363	316	191	191	221	211	201	241	251
THIRD QUARTILE	-	291	301	338	241	426	501	271	301	281	316	426	338	221	221	251	241	231	261	301
NO. COMPANIES	-	19	9	39	42	22	23	39	44	45	53	54	14	23	37	42	50	38	22	14
NO. EMPLOYEES	-	61	22	116	281	86	70	207	203	521	494	290	31	80	443	539	94	206	195	26

WESTERN MASSACHUSETTS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															EMPLOYERS ASSN. OF W. MASS.	H. STUCKENBRUCK		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	217	202	243	267	203	350	425	213	245	220	251	284	265	177	189	220	209	188	248	225
FIRST QUARTILE	191	183	201	241	183	316	388	191	211	211	231	251	231	168	173	201	191	168	201	191
MEDIAN	221	201	231	271	201	338	426	211	241	221	251	291	251	183	191	211	201	168	231	231
THIRD QUARTILE	241	211	261	291	221	388	476	231	271	241	271	338	291	183	201	251	221	211	271	241
NO. COMPANIES	6	24	16	56	57	29	30	71	69	54	68	67	8	36	52	61	71	34	51	10
NO. EMPLOYEES	13	55	23	158	263	91	82	246	197	462	491	251	22	195	592	631	144	258	256	11

WORCESTER, MA

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																MRS. Y. T. McGRATH CMEA		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	207	239	246	292	234	358	452	234	270	241	271	290	271	186	212	233	216	207	268	216
FIRST QUARTILE	183	221	221	241	211	316	426	191	231	221	231	251	251	163	178	201	191	178	211	211
MEDIAN	211	241	241	281	231	338	476	221	251	241	271	271	261	178	201	231	211	201	231	221
THIRD QUARTILE	231	261	251	316	261	388	501	261	291	261	316	338	281	201	241	251	241	231	316	231
NO. COMPANIES	7	26	9	68	69	25	21	100	104	74	88	93	6	36	80	93	107	38	66	9
NO. EMPLOYEES	22	53	12	167	287	121	54	302	274	350	484	283	30	215	493	773	156	166	280	14

EAST CENTRAL UNITED STATES

AKRON, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																BETSY ROSS FOODS	H. DANNEMILLER , INC.		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	187	219	-	300	278	371	459	227	262	234	274	316	-	195	239	275	223	243	314	-
FIRST QUARTILE	173	191	-	231	201	301	426	191	221	191	231	281	-	163	173	183	201	191	211	-
MEDIAN	183	191	-	271	231	363	476	211	241	221	261	301	-	178	201	231	221	231	261	-
THIRD QUARTILE	201	231	-	338	388	426	501	241	281	251	291	338	-	211	281	388	231	271	476	-
NO. COMPANIES	3	6	-	21	24	14	12	23	24	17	25	22	-	13	21	21	21	14	12	-
NO. EMPLOYEES	16	38	-	69	139	43	24	122	104	116	125	70	-	51	232	204	57	91	76	-

BATTLE CREEK-KALA, MI

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																W. K. KELLOGG FOUNDATION	MS. L. A. DAVIS		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	258	-	322	229	363	422	285	293	249	290	347	322	195	223	243	231	222	292	-
FIRST QUARTILE	-	221	-	281	191	316	426	221	221	183	231	281	221	163	191	201	191	191	251	-
MEDIAN	-	251	-	316	211	363	426	261	281	231	261	316	338	178	221	221	231	221	301	-
THIRD QUARTILE	-	281	-	338	251	363	426	363	338	281	338	426	363	201	251	261	251	221	316	-
NO. COMPANIES	-	12	-	25	29	13	11	31	37	27	34	39	8	13	24	40	36	17	15	-
NO. EMPLOYEES	-	25	-	74	158	49	87	130	124	351	354	115	15	102	269	402	51	161	114	-

BUTLER COUNTY, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																SOUTHWESTERN OHIO	J. A. MITRIONE STEEL INC.		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	219	-	290	245	352	386	275	276	250	291	333	-	183	224	257	246	212	221	-
FIRST QUARTILE	-	178	-	251	221	316	316	211	241	231	271	301	-	163	201	231	211	191	158	-
MEDIAN	-	201	-	281	231	338	363	251	261	251	291	338	-	178	221	241	261	211	183	-
THIRD QUARTILE	-	261	-	316	261	388	476	291	291	261	316	338	-	191	241	261	271	231	301	-
NO. COMPANIES	-	5	-	15	18	9	7	18	22	19	19	18	-	11	16	20	21	14	8	-
NO. EMPLOYEES	-	10	-	35	100	23	18	132	130	214	106	50	-	273	333	506	45	139	42	-

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
	WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

CANTON, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		H. DANNEMILLER BETSY ROSS FOODS, INC.	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	212	245	270	339	266	422	467	251	297	275	321	373	315	178	221	273	223	200	300	226
FIRST QUARTILE	201	211	241	251	211	363	426	201	251	231	281	316	271	138	183	221	191	163	211	191
MEDIAN	211	241	261	338	241	426	476	241	291	261	316	388	301	158	211	261	221	183	301	221
THIRD QUARTILE	231	271	301	426	316	476	501	281	338	316	363	426	363	211	241	316	241	221	363	251
NO. COMPANIES	6	16	9	32	35	24	25	39	48	38	45	46	5	15	33	39	41	33	24	7
NO. EMPLOYEES	22	58	18	178	224	199	175	251	453	556	676	248	56	81	503	664	79	290	173	13

CHICAGO, IL

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		MS. L. JONES McKINSEY & CO.	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	209	251	283	302	235	385	437	222	280	264	299	352	294	187	233	275	219	213	297	232
FIRST QUARTILE	191	231	261	251	211	338	388	191	241	231	271	316	261	168	201	231	191	183	221	191
MEDIAN	211	251	291	301	221	388	426	221	271	261	301	338	281	178	231	261	201	201	261	211
THIRD QUARTILE	221	271	316	338	251	426	476	241	338	281	316	388	316	211	251	316	241	221	426	251
NO. COMPANIES	21	40	26	65	65	49	37	70	71	78	88	89	17	53	61	69	84	57	33	28
NO. EMPLOYEES	83	322	106	327	563	241	300	687	720	2356	1928	748	53	917	2332	1524	220	625	399	103

CINCINNATI, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		J. STEIN AMERICAN HARDWARE MUTUAL INS. CO.	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	169	213	247	276	222	344	404	208	270	227	256	302	265	181	193	226	216	192	289	-
FIRST QUARTILE	153	183	191	241	191	301	363	168	231	201	221	271	231	158	158	183	173	163	231	-
MEDIAN	163	201	231	261	211	338	388	191	271	221	251	301	251	168	183	211	211	178	291	-
THIRD QUARTILE	173	221	261	301	251	388	426	231	301	241	281	316	291	191	211	251	241	211	316	-
NO. COMPANIES	5	15	10	31	30	16	14	29	35	27	34	33	5	26	27	35	42	22	20	-
NO. EMPLOYEES	18	53	13	100	205	79	90	104	132	209	278	162	66	122	277	466	56	160	111	-

CLEVELAND, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		E. R. SCHNUPP ERNST & WHINNEY	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	245	282	308	264	333	414	253	298	263	309	345	314	185	202	267	272	241	274	214
FIRST QUARTILE	-	201	231	271	201	316	363	201	221	211	251	291	301	153	163	191	191	191	211	183
MEDIAN	-	221	261	291	231	338	426	231	271	241	281	338	301	153	191	221	231	211	231	201
THIRD QUARTILE	-	261	291	338	281	338	426	261	338	281	338	388	316	178	221	281	301	251	316	231
NO. COMPANIES	-	16	9	20	25	15	13	30	25	27	30	29	8	18	23	25	32	18	15	11
NO. EMPLOYEES	-	61	14	75	160	69	33	189	114	303	371	180	15	71	211	341	85	128	110	12

COLUMBUS, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		B. T. BEAUPRE SELF SERVE SYSTEMS	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	222	254	262	206	347	409	221	243	240	266	301	229	158	181	222	179	187	217	193
FIRST QUARTILE	-	201	241	221	178	316	388	173	201	211	231	251	231	153	158	183	168	163	183	148
MEDIAN	-	211	251	251	201	363	426	211	231	231	261	291	231	153	178	211	168	183	191	183
THIRD QUARTILE	-	241	261	291	231	388	426	231	281	261	291	338	231	163	201	251	191	201	241	221
NO. COMPANIES	-	17	8	30	29	20	18	31	35	29	36	34	6	18	30	31	32	25	25	10
NO. EMPLOYEES	-	60	21	110	296	190	191	178	149	456	491	255	14	210	540	501	93	185	293	15

DAYTON, OH

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		MS. C. PALMER MANPOWER TEMP. SERVICE	
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	203	231	261	283	223	341	428	220	252	226	259	304	273	184	193	239	224	198	296	227
FIRST QUARTILE	191	191	221	251	201	301	388	191	221	201	221	261	241	163	173	201	191	178	251	178
MEDIAN	211	231	251	281	221	338	426	211	241	231	261	301	271	183	191	231	231	191	316	201
THIRD QUARTILE	221	261	291	301	241	363	476	231	281	251	291	338	291	191	201	261	241	221	338	231
NO. COMPANIES	5	18	11	27	33	19	15	39	47	43	47	42	8	23	35	38	38	26	19	13
NO. EMPLOYEES	11	55	16	71	245	96	74	232	210	321	364	192	105	131	359	377	72	173	341	21

DETROIT AREA, MI

G. SKAMIERA
MANUFACTURERS NAT'L BANK

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	214	241	306	305	231	384	452	245	287	267	297	385	296	183	213	255	234	217	273	-
FIRST QUARTILE	201	201	251	281	201	338	426	211	231	231	261	301	251	168	191	221	191	191	241	-
MEDIAN	211	231	271	301	221	388	476	231	271	261	291	338	291	178	211	261	231	201	261	-
THIRD QUARTILE	241	261	316	338	251	426	501	271	316	291	316	388	316	191	231	291	251	231	301	-
NO. COMPANIES	5	22	11	39	36	22	19	47	50	44	50	56	6	20	36	41	52	18	24	-
NO. EMPLOYEES	14	75	21	120	212	73	122	218	296	363	495	244	11	82	725	754	81	137	147	-

EVANSVILLE, IN

R. A. McKASSON
MANPOWER, INC. OF EVANSVILLE

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	245	200	297	380	205	244	214	238	274	-	192	186	206	218	188	220	-
FIRST QUARTILE	-	-	-	191	168	261	338	168	201	173	191	221	-	158	158	163	201	163	201	-
MEDIAN	-	-	-	241	183	291	363	191	241	211	241	281	-	191	178	201	211	183	221	-
THIRD QUARTILE	-	-	-	271	201	338	388	231	271	251	271	301	-	201	201	221	231	201	241	-
NO. COMPANIES	-	-	-	18	18	11	7	23	18	17	22	16	-	9	16	20	22	11	11	-
NO. EMPLOYEES	-	-	-	39	59	28	15	52	74	177	155	60	-	41	142	200	42	56	77	-

FORT WAYNE, IN

MRS. L. DUTCHER
CENTRAL SOYA CO. INC.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	209	236	258	293	257	366	417	256	279	249	261	290	253	182	217	248	236	207	242	192
FIRST QUARTILE	173	201	221	241	211	291	338	221	221	201	221	261	231	153	178	191	201	191	191	183
MEDIAN	191	231	271	281	241	363	426	261	271	231	251	281	251	178	211	241	221	201	211	191
THIRD QUARTILE	221	271	291	338	338	426	476	281	338	271	281	316	271	201	241	281	251	221	251	201
NO. COMPANIES	6	13	9	27	25	18	19	30	31	31	31	30	5	18	26	31	31	24	17	7
NO. EMPLOYEES	23	47	41	108	158	90	96	241	153	337	418	157	10	98	314	537	62	123	134	24

INDIANAPOLIS, IN

A. MINKS
MERCHANTS NAT'L BANK & TRUST CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	181	225	262	250	210	356	425	201	234	213	240	280	279	172	182	222	203	192	230	216
FIRST QUARTILE	163	191	221	211	191	316	388	168	201	173	191	231	241	143	158	191	178	163	201	168
MEDIAN	168	211	241	251	211	338	426	191	221	211	231	271	271	163	178	221	201	191	221	191
THIRD QUARTILE	201	251	241	271	231	388	476	231	251	241	271	316	301	178	211	251	231	211	241	231
NO. COMPANIES	9	25	15	44	46	29	24	43	56	49	52	59	11	37	41	49	50	37	23	13
NO. EMPLOYEES	16	77	20	133	294	173	186	257	340	472	496	271	62	255	726	780	100	266	123	20

LANSING, MI

MRS. F. LESNIESKI
MSU EMPLOYEES CREDIT UNION

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	257	321	314	249	403	491	252	309	328	312	340	313	219	272	281	265	278	252	224
FIRST QUARTILE	-	191	338	271	201	388	501	221	271	338	241	291	291	201	281	221	301	281	211	211
MEDIAN	-	281	338	338	231	426	501	271	338	338	363	338	316	221	281	281	301	281	221	211
THIRD QUARTILE	-	281	338	338	271	426	501	271	338	338	363	388	316	221	281	338	301	281	271	231
NO. COMPANIES	-	9	6	17	17	13	14	24	24	21	18	27	7	13	19	24	25	12	10	7
NO. EMPLOYEES	-	37	78	90	72	180	267	199	277	2327	1071	266	63	166	1379	540	369	1559	44	13

NORTH/WEST CHICAGO, IL

P. E. BIBLER
EKCO HOUSEWARES

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	213	259	305	324	244	395	471	233	282	256	291	338	301	175	201	239	226	202	291	223
FIRST QUARTILE	191	231	271	301	221	338	426	211	241	231	271	316	271	153	178	201	201	173	241	201
MEDIAN	211	261	316	316	241	388	476	231	281	261	291	338	291	168	191	231	221	191	301	221
THIRD QUARTILE	221	281	316	363	271	426	501	251	316	271	316	363	316	191	221	261	241	221	338	241
NO. COMPANIES	5	19	14	41	42	28	24	43	45	44	48	45	10	26	33	35	47	26	28	11
NO. EMPLOYEES	22	109	25	136	254	117	122	284	324	408	960	266	58	151	430	428	133	184	236	37

PEORIA, IL

T. S. RICKEY
GLENDALE PLAZA PHARMACY

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																		
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	201	248	276	218	338	404	247	270	224	260	311	-	185	202	228	219	203	238	-
FIRST QUARTILE	-	183	221	231	191	301	388	211	231	183	201	281	-	158	173	221	221	178	221	-
MEDIAN	-	191	241	261	201	338	388	231	251	221	261	316	-	173	191	221	221	201	221	-
THIRD QUARTILE	-	211	261	301	241	363	426	251	291	251	291	338	-	191	211	241	221	231	251	-
NO. COMPANIES	-	7	7	14	19	10	8	18	23	16	20	16	-	10	11	19	18	10	10	-
NO. EMPLOYEES	-	24	13	41	80	41	39	69	61	165	149	62	-	63	162	448	63	99	49	-

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
	WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

PORT HURON, MI

H. STIVER
SOUTHEASTERN MICH. GAS CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	245	213	311	-	232	266	236	262	301	-	-	190	215	193	222	259	-
FIRST QUARTILE	-	-	-	211	191	241	-	201	231	201	241	271	-	-	168	183	158	183	211	-
MEDIAN	-	-	-	241	211	316	-	231	261	221	261	291	-	-	191	211	201	231	231	-
THIRD QUARTILE	-	-	-	281	221	338	-	251	316	271	281	316	-	-	211	231	211	241	301	-
NO. COMPANIES	-	-	-	17	13	10	-	19	23	20	23	22	-	-	19	20	22	16	9	-
NO. EMPLOYEES	-	-	-	34	38	16	-	66	61	78	90	42	-	-	83	143	40	59	44	-

ROCKFORD, IL

MS. S. McGILL
MID CITY OFFICE FURN.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	294	207	331	441	205	261	238	267	315	-	177	200	231	215	208	290	-
FIRST QUARTILE	-	-	-	241	168	281	363	183	241	221	231	271	-	163	168	201	191	183	241	-
MEDIAN	-	-	-	261	201	316	426	201	261	241	271	301	-	168	211	231	211	211	281	-
THIRD QUARTILE	-	-	-	338	231	363	501	221	281	251	301	363	-	191	221	251	231	221	338	-
NO. COMPANIES	-	-	-	19	20	11	13	16	20	13	23	18	-	12	15	21	19	13	14	-
NO. EMPLOYEES	-	-	-	40	100	24	38	79	97	183	88	52	-	56	197	160	30	119	61	-

TOLEDO AREA, OH

DR. N. C. ROBON
UNIVERSITY OF TOLEDO

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	267	252	298	257	365	420	269	317	279	313	357	324	198	240	256	249	243	287	219
FIRST QUARTILE	-	211	163	251	211	316	363	221	271	251	271	291	271	143	178	211	211	211	221	191
MEDIAN	-	241	251	281	241	363	426	251	301	281	316	363	363	178	231	241	231	231	271	211
THIRD QUARTILE	-	338	281	363	291	426	501	316	388	301	363	426	363	221	316	281	271	261	363	241
NO. COMPANIES	-	17	12	36	46	25	24	53	59	50	54	46	6	19	38	48	53	31	27	11
NO. EMPLOYEES	-	62	13	98	189	70	92	210	179	530	311	172	15	90	446	689	83	192	176	20

WEST MICHIGAN

K. F. GUINNUP
CORDUROY RUBBER COMPANY

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	224	261	322	295	229	356	428	228	277	238	285	320	-	177	219	235	229	212	318	238
FIRST QUARTILE	183	211	291	261	211	316	388	201	251	201	261	281	-	148	191	201	191	183	261	201
MEDIAN	241	251	338	291	231	363	426	211	281	231	291	316	-	153	221	241	231	211	291	241
THIRD QUARTILE	261	301	338	316	251	388	476	261	301	271	316	363	-	201	241	261	261	241	388	261
NO. COMPANIES	7	10	6	19	18	13	13	19	23	19	29	31	-	11	17	24	27	16	19	7
NO. EMPLOYEES	13	37	10	47	118	41	58	83	101	192	259	135	-	51	195	220	43	106	90	12

CEDAR RAPIDS, IA

WEST CENTRAL UNITED STATES

W. RIEPE
ERB'S OFFICE SUPPLY, INC.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	183	226	259	280	235	338	402	222	253	230	275	321	-	172	189	225	215	204	242	212
FIRST QUARTILE	168	211	231	251	201	301	338	191	221	211	241	271	-	153	173	201	191	191	191	191
MEDIAN	178	221	261	271	221	338	388	211	241	221	261	316	-	168	178	221	211	191	221	201
THIRD QUARTILE	191	231	271	301	271	363	476	241	281	241	316	363	-	183	201	241	241	221	281	231
NO. COMPANIES	6	10	7	25	29	18	23	27	34	27	32	30	-	13	24	29	35	24	15	9
NO. EMPLOYEES	11	127	11	83	100	55	116	198	193	716	416	132	-	80	560	614	77	450	66	30

CENTRAL WISCONSIN

R. McGOWAN
AMERICAN POTATO CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	207	267	-	299	225	392	459	239	305	251	260	304	-	184	188	214	219	207	289	213
FIRST QUARTILE	201	201	-	241	191	363	426	191	251	221	231	271	-	153	173	183	191	168	211	153
MEDIAN	201	251	-	281	211	426	476	231	291	251	261	301	-	178	191	201	221	201	271	191
THIRD QUARTILE	231	338	-	388	231	426	501	281	388	271	281	316	-	201	201	221	231	251	388	316
NO. COMPANIES	4	9	-	15	16	8	10	19	16	19	15	17	-	8	14	17	17	12	12	6
NO. EMPLOYEES	45	29	-	50	77	52	29	62	46	128	90	67	-	75	99	209	35	42	33	14

DES MOINES, IA

I. TIFFANY, CLU, FLMI
FARMLAND INSURANCE

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	189	214	259	273	213	346	399	206	250	222	252	294	259	165	193	220	202	195	235	205
FIRST QUARTILE	168	191	231	241	191	316	363	183	211	201	221	251	221	148	173	191	178	178	201	173
MEDIAN	191	211	241	271	211	338	388	201	241	221	251	281	251	163	191	211	201	191	221	201
THIRD QUARTILE	201	221	281	301	231	388	476	221	271	241	271	316	291	173	201	241	211	201	261	221
NO. COMPANIES	20	46	25	59	65	42	47	66	81	60	77	72	14	51	63	72	75	43	35	18
NO. EMPLOYEES	77	201	34	217	518	294	266	517	366	1110	1133	331	35	510	1315	1605	179	1006	400	32

DULUTH, MN

R. McKENZIE, JR.
McKENZIE TEMP. PERSONNEL SVC.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	-	-	-	-	-	-	-	-	308	252	-	194	-	196	-	244	-
FIRST QUARTILE	-	-	-	-	-	-	-	-	-	-	-	211	221	-	135	-	163	-	221	-
MEDIAN	-	-	-	-	-	-	-	-	-	-	-	291	251	-	211	-	211	-	261	-
THIRD QUARTILE	-	-	-	-	-	-	-	-	-	-	-	426	281	-	241	-	211	-	261	-
NO. COMPANIES	-	-	-	-	-	-	-	-	-	-	-	12	9	-	8	-	8	-	3	-
NO. EMPLOYEES	-	-	-	-	-	-	-	-	-	-	-	16	37	-	13	-	13	-	29	-

FARGO-MOORHEAD, ND

K. B. KILAND
KILAND'S OFFICE MACHINES

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	214	253	232	198	380	375	225	267	199	223	254	-	179	199	219	257	185	269	202
FIRST QUARTILE	-	183	221	211	173	281	338	191	231	173	191	221	-	153	158	191	201	163	191	183
MEDIAN	-	201	221	221	201	363	363	221	251	191	211	241	-	173	173	211	261	178	241	201
THIRD QUARTILE	-	221	261	251	221	476	426	251	301	211	231	271	-	191	211	241	316	201	388	211
NO. COMPANIES	-	12	5	28	26	13	14	26	35	23	40	31	-	15	22	31	35	13	15	6
NO. EMPLOYEES	-	53	15	64	86	60	36	79	103	144	232	184	-	59	311	211	240	83	108	11

KANSAS CITY, MO

W. SEARS
KANSAS CITY LIFE INS. CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	197	232	269	296	227	394	449	213	249	231	260	318	290	167	182	217	224	188	266	237
FIRST QUARTILE	183	211	241	251	191	363	426	191	221	201	231	281	251	148	163	201	191	168	221	191
MEDIAN	191	221	261	281	221	388	476	211	241	221	251	316	281	158	168	201	211	178	271	231
THIRD QUARTILE	201	251	281	338	241	426	501	221	271	251	281	338	316	183	191	231	241	201	291	281
NO. COMPANIES	7	24	14	31	41	22	29	38	38	34	40	39	14	31	32	37	38	26	20	11
NO. EMPLOYEES	19	107	18	133	319	141	174	260	215	433	427	188	28	225	895	939	73	300	162	17

LINCOLN, NE

D. ROTH
KELLY SERVICES

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	182	211	260	246	205	343	408	227	263	222	240	282	237	160	174	210	190	203	250	223
FIRST QUARTILE	163	191	201	211	178	271	363	201	231	191	211	241	201	138	153	183	163	173	191	183
MEDIAN	191	211	261	231	191	338	426	221	261	211	231	281	231	158	173	201	183	191	221	211
THIRD QUARTILE	201	221	291	291	211	388	426	251	291	231	261	316	281	163	191	231	211	221	363	231
NO. COMPANIES	8	15	9	34	38	22	21	34	39	35	41	39	6	23	28	36	42	16	22	6
NO. EMPLOYEES	41	79	13	116	203	75	127	337	190	249	283	127	14	84	375	357	121	218	194	11

MADISON, WI

MS. K. BONNER
FLAD & ASSOCIATES OF MADISON

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	236	276	294	212	340	441	207	254	252	267	332	271	167	191	231	212	203	286	-
FIRST QUARTILE	-	201	221	241	183	316	426	168	211	211	231	271	221	148	168	191	191	173	211	-
MEDIAN	-	221	251	281	201	338	426	191	241	241	261	316	261	163	178	211	211	183	251	-
THIRD QUARTILE	-	241	291	316	221	363	476	221	281	261	281	388	291	168	191	241	221	221	338	-
NO. COMPANIES	-	19	12	19	26	13	14	29	32	32	32	34	7	20	28	26	32	22	15	-
NO. EMPLOYEES	-	72	26	60	169	76	87	121	168	177	179	138	19	261	504	508	72	150	202	-

MID MISSOURI

MS. D. COX
UNIVERSITY OF MISSOURI

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	245	-	260	208	343	410	212	245	203	234	265	263	190	189	232	192	189	235	218
FIRST QUARTILE	-	231	-	221	178	281	363	178	191	191	221	231	221	158	153	191	168	163	201	173
MEDIAN	-	251	-	261	201	363	426	211	251	191	221	251	231	191	191	211	173	183	231	211
THIRD QUARTILE	-	271	-	281	231	363	426	241	281	211	251	261	301	211	211	291	201	211	261	251
NO. COMPANIES	-	6	-	16	17	11	10	19	19	19	19	19	4	9	18	19	17	14	7	5
NO. EMPLOYEES	-	53	-	44	215	59	67	146	177	500	420	188	10	127	378	334	46	268	55	16

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
	WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

MILWAUKEE, WI

MRS. J. M. MUELLER
WISCONSIN GAS CO.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	254	307	307	252	399	430	234	287	259	298	350	303	219	214	254	236	243	292	229
FIRST QUARTILE	-	241	251	261	231	388	388	201	251	221	251	316	271	221	183	231	201	251	251	201
MEDIAN	-	261	291	316	251	426	426	241	291	261	291	338	301	231	201	261	231	251	291	221
THIRD QUARTILE	-	261	363	338	271	426	476	251	301	291	338	388	316	231	241	261	261	251	338	251
NO. COMPANIES	-	46	22	57	68	38	36	73	81	71	78	80	22	54	57	71	80	59	37	19
NO. EMPLOYEES	-	317	83	290	708	385	146	559	596	908	979	536	59	772	881	1873	161	2312	373	30

MINNEAPOLIS-ST. PAUL, MN

K. LICHT
IOWA NATIONAL MUTUAL INS. CO.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	203	245	295	289	236	376	441	222	269	238	268	317	302	183	198	237	219	208	254	217
FIRST QUARTILE	191	221	261	251	211	316	426	201	231	221	251	291	261	163	178	211	201	191	221	178
MEDIAN	201	241	301	281	231	388	426	211	261	231	271	316	291	178	191	231	221	201	241	201
THIRD QUARTILE	221	271	316	316	251	426	476	241	301	251	281	338	338	201	211	261	231	231	281	231
NO. COMPANIES	18	62	37	90	102	66	59	99	129	86	123	115	19	65	78	92	135	59	68	27
NO. EMPLOYEES	45	199	83	252	558	309	334	403	474	740	1237	765	260	260	599	663	269	273	320	45

OMAHA, NE

MRS. M.A. CORKLE
MILLARD PUBLIC SCHOOLS

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	202	-	264	205	428	485	188	232	194	232	282	-	179	187	220	196	188	247	204
FIRST QUARTILE	-	178	-	241	178	426	476	168	201	168	191	231	-	153	168	191	173	163	211	148
MEDIAN	-	201	-	261	191	426	501	178	221	168	221	271	-	191	173	211	211	183	221	191
THIRD QUARTILE	-	211	-	281	221	476	501	201	241	201	251	316	-	201	211	241	211	221	316	231
NO. COMPANIES	-	13	-	15	22	11	6	25	26	22	26	23	-	14	21	24	25	12	7	8
NO. EMPLOYEES	-	49	-	43	158	110	99	117	135	237	312	110	-	256	237	215	39	155	42	11

QUAD CITIES, IA

MRS. N. J. SCHNOOR
BRENTON FIRST NATIONAL BANK

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	239	268	298	275	374	451	245	298	242	290	346	-	189	232	284	222	212	279	219
FIRST QUARTILE	-	221	241	201	211	316	426	211	221	178	241	301	-	168	201	231	183	191	211	173
MEDIAN	-	241	261	271	251	363	476	241	291	231	291	338	-	191	211	261	201	201	271	201
THIRD QUARTILE	-	271	281	363	316	426	501	271	338	261	316	388	-	211	251	316	241	231	338	271
NO. COMPANIES	-	11	8	25	25	17	14	32	35	25	31	31	-	22	23	31	36	18	16	11
NO. EMPLOYEES	-	49	14	54	79	42	35	93	98	247	164	71	-	74	277	241	51	61	53	20

ST. LOUIS, MO

L. KRUEGER
AMERICAN SOYBEAN ASSN.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	195	243	313	274	196	372	447	223	245	250	277	346	263	172	182	220	209	200	270	-
FIRST QUARTILE	173	211	251	231	153	338	426	191	201	221	241	291	221	153	163	183	191	168	221	-
MEDIAN	183	231	301	271	191	363	476	201	221	261	281	388	261	163	173	201	191	191	271	-
THIRD QUARTILE	211	261	338	301	211	426	501	281	271	281	316	388	291	191	191	251	211	221	338	-
NO. COMPANIES	9	23	20	30	27	14	17	38	34	33	44	36	8	25	26	36	35	24	25	-
NO. EMPLOYEES	12	82	33	83	225	60	77	246	190	470	463	283	48	65	191	424	79	141	98	-

SOUTHERN MINNESOTA

G. P. ERICKSON
ALBERT LEA SR HIGH SCHOOL

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	270	214	-	-	212	241	219	239	294	236	203	222	221	179	218	200	-
FIRST QUARTILE	-	-	-	231	191	-	-	191	221	211	211	241	183	191	221	191	163	211	183	-
MEDIAN	-	-	-	271	211	-	-	221	221	221	241	271	231	201	231	201	178	221	191	-
THIRD QUARTILE	-	-	-	291	231	-	-	221	251	231	251	338	271	221	231	271	191	221	221	-
NO. COMPANIES	-	-	-	7	13	-	-	16	19	16	20	15	6	6	12	15	13	4	7	-
NO. EMPLOYEES	-	-	-	25	35	-	-	68	83	109	105	20	28	149	149	138	19	73	20	-

SOUTHEAST MINNESOTA

MRS. A. SIMPSON
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — PRODUCTION CREDIT ASSN.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	249	190	379	-	219	243	205	223	311	-	151	175	205	193	169	236	-
FIRST QUARTILE	-	-	-	221	168	301	-	191	211	191	201	261	-	138	158	183	168	153	211	-
MEDIAN	-	-	-	251	173	363	-	211	231	211	221	291	-	148	178	211	201	163	241	-
THIRD QUARTILE	-	-	-	271	211	426	-	241	251	221	241	338	-	153	183	221	211	183	251	-
NO. COMPANIES	-	-	-	14	17	10	-	17	19	16	18	15	-	5	13	16	19	7	10	-
NO. EMPLOYEES	-	-	-	31	53	20	-	97	54	109	70	29	-	25	60	121	26	57	21	-

TOPEKA, KS *

LESLIE A. NEFF
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — DIDDE GRAPHIC SYSTEMS CORP.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	186	215	264	198	395	445	200	253	214	240	283	-	172	171	236	199	177	219	170
FIRST QUARTILE	-	191	211	241	191	363	426	201	211	211	241	281	-	153	168	211	173	153	191	148
MEDIAN	-	191	211	241	191	426	426	201	261	211	241	291	-	163	168	261	201	168	221	163
THIRD QUARTILE	-	191	211	291	191	426	476	201	291	211	241	291	-	191	168	261	221	191	241	191
NO. COMPANIES	-	8	5	16	18	11	11	21	27	18	23	22	-	15	20	20	22	11	7	7
NO. EMPLOYEES	-	145	74	81	274	91	63	234	183	832	500	161	-	60	770	557	49	121	73	28

* Quartiles reflect similar rates due to local government salary data

SOUTHERN UNITED STATES

ATLANTA, GA

C. J. W. CRYSLER, C.A.M.
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — GULF INSURANCE CO.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	236	243	286	252	214	322	415	204	239	249	270	311	312	168	185	217	206	203	231	164
FIRST QUARTILE	211	211	251	201	183	291	363	191	211	211	241	261	271	148	168	183	178	178	191	138
MEDIAN	241	241	281	241	211	338	426	201	231	241	261	316	316	163	178	211	201	201	231	138
THIRD QUARTILE	251	271	316	291	231	338	476	211	261	281	291	338	338	183	201	241	221	231	241	201
NO. COMPANIES	9	30	10	28	36	14	20	34	30	34	39	37	9	26	25	28	41	21	18	8
NO. EMPLOYEES	20	106	18	128	197	98	119	330	269	469	387	205	54	190	375	565	71	197	241	25

BALTIMORE, MD

D. ZABEL
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — MARYLAND CUP CORP.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	219	264	267	207	340	424	204	240	218	263	294	295	159	186	214	216	179	223	217
FIRST QUARTILE	-	201	241	241	191	316	388	178	201	201	241	261	291	148	163	183	183	158	183	201
MEDIAN	-	221	261	261	201	338	426	191	211	221	261	301	291	153	178	201	211	173	241	221
THIRD QUARTILE	-	231	291	291	231	363	476	211	261	241	281	316	291	163	201	241	251	191	261	231
NO. COMPANIES	-	13	9	19	22	16	16	20	24	24	28	25	9	12	21	21	25	16	13	9
NO. EMPLOYEES	-	30	19	77	102	138	108	92	96	320	334	154	14	121	248	233	68	111	139	27

BIRMINGHAM, AL

C. MARTIN
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — ALABAMA POWER COMPANY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	219	-	259	206	333	419	204	255	231	240	293	294	162	194	218	198	192	279	232
FIRST QUARTILE	-	201	-	231	173	281	388	178	211	201	211	251	271	148	173	183	168	168	271	201
MEDIAN	-	211	-	251	201	316	426	211	251	221	231	271	281	158	191	211	201	183	291	241
THIRD QUARTILE	-	231	-	281	231	388	426	231	291	261	261	301	316	173	211	251	211	211	316	271
NO. COMPANIES	-	6	-	19	19	13	13	20	20	20	24	20	3	15	15	20	22	19	6	6
NO. EMPLOYEES	-	29	-	59	102	65	51	143	134	602	541	264	21	111	368	456	85	143	51	11

CHARLOTTE, NC

P. M. BYRD
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — CROMPTON & KNOWLES CORP.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	222	-	270	214	364	429	215	242	221	252	293	257	182	196	214	212	200	217	194
FIRST QUARTILE	-	201	-	241	201	316	388	191	221	211	231	271	211	158	178	201	191	183	183	173
MEDIAN	-	221	-	271	211	363	426	211	241	221	251	291	271	173	201	211	211	201	211	191
THIRD QUARTILE	-	241	-	291	231	388	476	231	261	231	271	316	291	201	211	231	231	211	251	211
NO. COMPANIES	-	16	-	34	31	21	20	36	39	40	50	48	5	14	22	28	48	15	26	13
NO. EMPLOYEES	-	34	-	128	175	69	117	158	183	511	369	187	14	66	335	449	94	106	177	15

CHATTANOOGA, TN

A. NOBACK
TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — BLUE CROSS

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	175	200	-	276	194	357	442	196	251	219	248	288	-	150	193	206	201	204	193	-
FIRST QUARTILE	153	178	-	211	163	338	426	168	201	183	211	231	-	135	158	178	178	158	168	-
MEDIAN	173	191	-	251	183	363	426	183	221	201	231	261	-	148	168	201	201	183	191	-
THIRD QUARTILE	191	211	-	291	211	388	476	221	271	231	271	363	-	156	221	221	211	221	211	-
NO. COMPANIES	3	5	-	16	17	10	9	13	18	17	15	16	-	8	14	16	16	14	10	-
NO. EMPLOYEES	24	19	-	62	189	77	53	72	105	180	120	64	-	121	254	274	32	112	121	-

WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T

COLUMBIA, SC

G. BAILEY

TOTAL ALL TYPES OF BUSINESS — S. C. FARM BUREAU INS. CO.

JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	228	-	268	211	378	446	233	240	211	216	312	-	173	188	220	218	213	291	-
FIRST QUARTILE	-	201	-	231	183	301	388	191	201	173	168	261	-	148	163	183	183	168	241	-
MEDIAN	-	221	-	251	211	363	476	231	221	191	201	291	-	163	178	201	211	211	316	-
THIRD QUARTILE	-	251	-	291	221	476	501	261	271	231	241	363	-	191	191	251	221	251	338	-
NO. COMPANIES	-	10	-	13	10	11	7	16	16	18	20	19	-	11	12	13	21	12	9	-
NO. EMPLOYEES	-	38	-	58	48	77	31	42	98	311	317	86	-	41	253	372	39	88	145	-

DALLAS, TX

R. F. SNYDER

TOTAL ALL TYPES OF BUSINESS — FEDERAL ENVELOPE

JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	249	286	332	299	241	404	466	241	289	267	296	347	318	184	212	261	227	212	250	242
FIRST QUARTILE	211	241	281	241	211	363	426	211	251	241	261	301	271	168	191	231	191	191	221	191
MEDIAN	221	281	316	291	231	388	476	231	281	261	291	338	301	178	211	251	221	211	231	221
THIRD QUARTILE	251	316	363	338	261	426	501	261	316	301	316	388	363	191	221	291	251	221	261	261
NO. COMPANIES	11	26	18	26	32	17	15	38	43	30	45	38	10	29	27	29	45	22	19	14
NO. EMPLOYEES	34	99	23	104	211	102	122	197	182	422	405	210	63	192	759	1161	108	248	139	28

FORT WORTH, TX

MRS. D. SEIGAL

TOTAL ALL TYPES OF BUSINESS — FORT WORTH CHAPTER, AMS

JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	288	225	365	444	248	305	237	262	301	-	166	190	225	198	195	224	-
FIRST QUARTILE	-	-	-	231	201	316	388	201	211	211	211	261	-	153	168	201	168	168	168	-
MEDIAN	-	-	-	271	211	338	476	221	271	231	251	281	-	158	178	221	191	191	211	-
THIRD QUARTILE	-	-	-	316	241	388	501	271	388	261	316	338	-	168	201	241	221	221	251	-
NO. COMPANIES	-	-	-	13	17	10	9	21	21	18	20	15	-	8	14	13	18	16	5	-
NO. EMPLOYEES	-	-	-	42	68	32	67	127	82	196	144	74	-	69	98	196	45	145	16	-

GREATER ORLANDO, FL

L. PACE

TOTAL ALL TYPES OF BUSINESS — RED LOBSTER INNS OF AMERICA

JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	176	219	237	252	199	354	421	220	234	207	255	297	265	162	182	248	218	205	306	204
FIRST QUARTILE	163	191	211	221	178	301	363	191	183	191	221	261	241	143	158	201	191	191	221	201
MEDIAN	163	211	231	231	201	338	426	211	231	211	251	291	251	158	173	221	221	211	338	211
THIRD QUARTILE	183	241	251	281	211	426	476	251	281	211	281	338	271	178	201	291	261	231	388	211
NO. COMPANIES	3	18	13	25	27	9	20	26	28	25	31	24	8	42	21	27	31	15	12	10
NO. EMPLOYEES	14	113	47	76	121	25	80	237	297	484	501	177	13	102	355	376	73	259	315	48

GREENSBORO, NC

R. PENVOSE

TOTAL ALL TYPES OF BUSINESS — IOWA NATIONAL MUTUAL INS. CO.

JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	233	287	276	219	357	433	230	239	234	256	301	249	179	196	212	224	216	252	-
FIRST QUARTILE	-	211	241	241	191	316	426	201	211	211	231	261	221	153	173	183	191	191	201	-
MEDIAN	-	241	291	281	221	338	426	241	231	231	251	301	241	168	201	211	231	221	231	-
THIRD QUARTILE	-	251	316	316	231	388	476	251	251	251	281	338	271	191	211	231	241	221	316	-
NO. COMPANIES	-	13	6	16	17	10	13	19	22	16	25	23	6	13	18	19	22	11	8	-
NO. EMPLOYEES	-	73	28	49	101	46	44	97	99	205	244	166	60	76	297	362	37	109	66	-

GREENVILLE, SC

P. UKENA

TOTAL ALL TYPES OF BUSINESS — DAN RIVER INC., WOODSIDE DIV.

JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	233	-	259	207	385	455	195	235	210	253	300	-	166	186	216	193	176	231	186
FIRST QUARTILE	-	211	-	221	178	338	426	178	221	191	241	271	-	148	148	173	168	158	191	163
MEDIAN	-	231	-	261	201	388	476	201	231	211	251	291	-	158	178	211	183	178	221	183
THIRD QUARTILE	-	261	-	281	231	426	476	211	261	221	271	338	-	191	221	261	211	191	271	201
NO. COMPANIES	-	7	-	15	13	9	8	13	16	14	16	18	-	7	14	19	20	10	8	4
NO. EMPLOYEES	-	24	-	30	56	60	44	85	74	246	217	106	-	56	122	139	45	69	56	15

HAMPTON ROADS, VA

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — MRS. E. C. BAILY, NORFOLK PUBLIC SCHOOLS

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	194	-	253	197	322	399	193	240	212	236	271	-	162	185	212	180	172	245	199
FIRST QUARTILE	-	173	-	201	163	261	338	158	201	173	211	241	-	143	148	191	158	148	178	158
MEDIAN	-	183	-	241	191	291	388	191	231	191	231	261	-	153	168	211	163	168	211	191
THIRD QUARTILE	-	211	-	301	211	388	476	221	261	241	261	301	-	173	211	241	211	191	241	211
NO. COMPANIES	-	8	-	18	20	12	9	27	26	23	25	26	-	9	19	24	27	17	14	9
NO. EMPLOYEES	-	10	-	42	84	25	25	125	135	119	181	115	-	33	169	236	40	116	117	12

HIGH POINT, NC

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — A. GHOSH, OLD DOMINION FREIGHT LINES

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	239	196	-	-	205	229	196	223	285	-	164	175	198	182	183	223	-
FIRST QUARTILE	-	-	-	211	183	-	-	178	201	178	201	241	-	153	158	178	163	168	201	-
MEDIAN	-	-	-	231	191	-	-	201	231	191	221	271	-	158	173	191	183	183	211	-
THIRD QUARTILE	-	-	-	261	211	-	-	221	251	211	251	301	-	178	191	211	191	191	231	-
NO. COMPANIES	-	-	-	12	14	-	-	14	22	14	18	11	-	11	14	18	19	9	10	-
NO. EMPLOYEES	-	-	-	17	53	-	-	63	66	72	73	40	-	67	176	206	32	61	58	-

HOUSTON, TX

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — M. HUBER, EASTMAN WHIPSTOCK, INC.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	291	254	415	461	277	319	268	319	383	377	216	227	261	246	221	295	296
FIRST QUARTILE	-	-	-	251	231	388	426	241	271	241	291	363	316	191	211	241	211	211	291	231
MEDIAN	-	-	-	281	251	388	476	271	316	261	316	388	363	201	221	251	231	221	291	301
THIRD QUARTILE	-	-	-	301	271	426	501	316	363	291	338	426	426	231	241	281	271	231	291	363
NO. COMPANIES	-	-	-	15	16	8	11	24	22	23	27	26	6	15	22	23	28	13	6	6
NO. EMPLOYEES	-	-	-	29	111	35	35	156	94	224	292	157	13	54	285	357	62	115	67	11

JACKSONVILLE, FL

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — MRS. K. S. SADDLER, FIRST TEMPORARY SERVICES

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	167	225	256	281	209	320	387	207	238	211	242	292	283	177	196	241	193	195	217	-
FIRST QUARTILE	163	201	2[illegible]	251	173	281	363	173	201	191	221	261	251	153	173	201	173	168	178	-
MEDIAN	163	221	[illegible]	271	211	316	388	201	231	211	231	281	271	173	191	231	183	183	201	-
THIRD QUARTILE	178	241	2[illegible]	316	231	363	426	231	251	211	261	316	271	201	211	261	221	221	251	-
NO. COMPANIES	4	18	12	32	33	14	20	32	38	27	36	35	8	14	28	27	36	19	22	-
NO. EMPLOYEES	19	49	20	118	281	94	161	189	242	295	471	174	11	131	694	1025	56	282	157	-

LEXINGTON, KY

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — MS. S. McHENRY, ALEXANDER GRANT & CO.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	-	-	-	-	171	212	191	-	-	-	-	-	197	-	-	-	-
FIRST QUARTILE	-	-	-	-	-	-	-	138	163	168	-	-	-	-	-	163	-	-	-	-
MEDIAN	-	-	-	-	-	-	-	148	191	183	-	-	-	-	-	191	-	-	-	-
THIRD QUARTILE	-	-	-	-	-	-	-	201	251	211	-	-	-	-	-	221	-	-	-	-
NO. COMPANIES	-	-	-	-	-	-	-	5	5	3	-	-	-	-	-	-	-	-	-	-
NO. EMPLOYEES	-	-	-	-	-	-	-	43	29	32	-	-	-	-	-	-	-	-	-	-

LOUISVILLE, KY

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — R. L. ZEHNDER, CITIZENS FIDELITY MORT. CO.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	170	196	232	291	191	356	459	204	287	210	255	318	-	170	189	232	208	190	239	-
FIRST QUARTILE	158	173	2[illegible]	241	163	316	426	178	241	183	221	271	-	143	168	211	183	168	201	-
MEDIAN	168	191	2[illegible]	271	178	338	476	191	271	201	251	316	-	168	183	231	201	183	241	-
THIRD QUARTILE	183	211	241	316	221	363	501	231	31[illegible]	231	281	338	-	191	201	251	221	211	281	-
NO. COMPANIES	3	10	6	19	23	13	8	25	29	26	31	24	-	15	22	28	29	15	16	-
NO. EMPLOYEES	14	49	15	77	277	43	47	176	110	223	240	63	-	53	811	590	49	86	196	-

MEMPHIS, TN

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY — D. LEA, CHECKS, INC.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	199	-	291	202	339	423	217	286	209	254	305	-	172	174	223	212	169	243	-
FIRST QUARTILE	-	178	-	231	168	316	388	191	231	173	211	251	-	143	148	191	173	153	201	-
MEDIAN	-	183	-	281	191	316	426	211	271	201	231	301	-	158	163	211	211	153	231	-
THIRD QUARTILE	-	201	-	316	221	338	476	221	301	221	271	338	-	183	183	221	231	178	271	-
NO. COMPANIES	-	10	-	19	17	9	9	21	23	15	17	16	-	13	11	17	25	7	14	-
NO. EMPLOYEES	-	21	-	79	83	50	53	101	84	80	76	45	-	54	123	234	29	72	134	-

	WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T

NORTHWEST GEORGIA

MS. K. R. FICKENS
THE BANK OF DALTON

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	272	222	-	-	204	-	204	231	313	-	158	211	235	177	-	245	-
FIRST QUARTILE	-	-	-	201	163	-	-	160	-	163	183	251	-	138	148	158	158	-	201	-
MEDIAN	-	-	-	281	201	-	-	173	-	183	183	316	-	138	261	291	158	-	291	-
THIRD QUARTILE	-	-	-	316	271	-	-	271	-	241	301	338	-	183	261	291	191	-	291	-
NO. COMPANIES	-	-	-	5	4	-	-	5	-	6	5	6	-	4	6	6	5	-	6	-
NO. EMPLOYEES	-	-	-	11	13	-	-	22	-	46	33	23	-	10	49	48	23	-	44	-

OKLAHOMA CITY, OK

L.E. CABLE
NORTH AMERICAN INS. AGENCY

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	267	-	286	246	395	459	235	272	273	308	384	-	203	276	271	223	237	243	-
FIRST QUARTILE	-	241	-	241	211	363	426	201	231	251	301	301	-	148	191	221	191	211	173	-
MEDIAN	-	261	-	261	231	388	476	221	251	281	316	363	-	168	251	271	211	231	191	-
THIRD QUARTILE	-	291	-	316	271	426	501	251	291	291	316	476	-	231	388	301	271	271	291	-
NO. COMPANIES	-	3	-	10	11	6	4	14	17	15	13	15	-	14	12	9	16	10	7	-
NO. EMPLOYEES	-	18	-	46	87	32	14	122	58	157	105	35	-	52	172	165	23	197	53	-

RESEARCH TRIANGLE, NC

E. G. CORBITT
OLSTEN TEMPORARY SERVICE

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	-	212	-	-	216	257	240	250	301	-	171	172	181	190	184	210	-
FIRST QUARTILE	-	-	-	-	191	-	-	191	221	221	221	261	-	163	163	168	178	178	191	-
MEDIAN	-	-	-	-	201	-	-	211	231	231	241	281	-	168	173	173	183	183	211	-
THIRD QUARTILE	-	-	-	-	221	-	-	241	301	251	271	338	-	178	178	191	191	191	231	-
NO. COMPANIES	-	-	-	-	10	-	-	13	15	5	22	12	-	13	15	23	24	16	9	-
NO. EMPLOYEES	-	-	-	-	26	-	-	24	41	15	55	26	-	30	69	57	24	21	27	-

RICHMOND, VA

MRS. A. O. AYER
FEDERAL RESERVE BK OF RICHMOND

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	233	315	261	209	361	435	215	242	251	258	308	256	174	187	220	220	181	208	189
FIRST QUARTILE	-	201	261	221	191	338	426	178	201	211	211	261	231	158	168	201	173	163	183	153
MEDIAN	-	231	301	251	211	363	426	201	221	241	241	291	261	173	183	211	211	168	211	183
THIRD QUARTILE	-	251	338	291	221	388	476	231	261	291	301	338	271	178	191	231	261	191	211	211
NO. COMPANIES	-	24	9	28	29	19	21	29	33	26	34	42	10	29	29	29	30	20	19	15
NO. EMPLOYEES	-	209	31	136	326	199	183	211	172	360	620	284	155	216	743	831	73	329	601	27

ROANOKE, VA

R. TOTTEN
APPALACHIAN POWER CO.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	181	-	263	198	338	-	199	261	219	236	316	-	176	179	200	201	172	216	-
FIRST QUARTILE	-	153	-	221	178	316	-	173	211	183	211	261	-	153	153	168	178	148	178	-
MEDIAN	-	173	-	241	191	338	-	191	241	221	241	316	-	173	163	191	201	158	201	-
THIRD QUARTILE	-	201	-	271	211	363	-	211	291	251	241	363	-	173	201	211	211	191	241	-
NO. COMPANIES	-	5	-	15	11	10	-	12	14	11	16	17	-	5	9	13	14	3	9	-
NO. EMPLOYEES	-	10	-	39	47	31	-	43	54	71	156	49	-	15	161	144	29	23	74	-

SABINE NECHES, TX

DR. N. S. DARSEY
LAMAR UNIVERSITY

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	240	-	296	305	396	448	297	342	286	308	354	278	199	257	298	270	228	225	-
FIRST QUARTILE	-	231	-	241	221	316	426	231	261	173	191	271	271	163	211	211	221	201	191	-
MEDIAN	-	261	-	281	301	388	476	301	363	251	281	338	271	178	231	281	271	211	211	-
THIRD QUARTILE	-	261	-	338	388	426	501	338	363	388	426	388	301	201	281	338	316	231	251	-
NO. COMPANIES	-	4	-	19	21	5	7	22	23	22	27	24	4	7	18	25	25	16	7	-
NO. EMPLOYEES	-	34	-	42	92	16	18	219	102	198	173	71	26	15	324	239	53	111	33	-

SPARTANBURG, SC

R. HARRELL
SOUTHERN WOOD PIEDMONT CO.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	270	-	-	-	198	228	-	-	-	-	-	-	206	-	-	-	-
FIRST QUARTILE	-	-	-	231	-	-	-	191	201	-	-	-	-	-	-	191	-	-	-	-
MEDIAN	-	-	-	251	-	-	-	201	201	-	-	-	-	-	-	211	-	-	-	-
THIRD QUARTILE	-	-	-	316	-	-	-	201	231	-	-	-	-	-	-	211	-	-	-	-
NO. COMPANIES	-	-	-	5	-	-	-	4	5	-	-	-	-	-	-	3	-	-	-	-
NO. EMPLOYEES	-	-	-	10	-	-	-	19	12	-	-	-	-	-	-	27	-	-	-	-

TULSA, OK

H. W. HOUGH
TULSA CHAPTER, AMS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	220	268	294	302	222	366	444	250	299	270	295	377	284	186	201	259	208	206	241	210
FIRST QUARTILE	201	231	271	261	201	338	388	211	241	231	271	301	241	158	183	211	183	183	211	183
MEDIAN	221	261	281	291	221	363	476	251	316	261	301	338	271	173	191	251	201	201	241	201
THIRD QUARTILE	231	301	316	338	231	426	501	271	338	316	316	476	338	211	221	281	221	221	261	231
NO. COMPANIES	10	12	10	27	23	12	17	28	29	24	32	24	8	13	23	27	28	18	11	10
NO. EMPLOYEES	22	34	13	76	129	38	91	176	226	421	345	125	14	79	396	340	69	123	184	16

WASHINGTON, DC

MRS. C. REID
AMERICAN TRUCKING ASSN.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	236	282	310	296	230	353	448	241	291	263	316	360	317	219	196	250	231	228	264	240
FIRST QUARTILE	201	251	271	251	201	316	426	201	251	241	271	316	271	183	163	211	201	201	221	191
MEDIAN	241	281	316	291	211	363	476	231	291	261	316	338	281	201	183	231	221	231	241	241
THIRD QUARTILE	251	316	338	316	251	388	501	271	338	281	338	388	363	251	201	281	251	251	301	281
NO. COMPANIES	6	20	15	20	21	14	15	28	28	28	36	38	5	19	19	24	35	23	9	12
NO. EMPLOYEES	12	126	44	157	196	51	818	147	127	367	379	221	24	71	153	129	54	219	115	25

WINSTON-SALEM, NC

P. PATRIZIA
WINSTON-SALEM CHAPTER, AMS

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	173	223	247	195	333	415	233	302	158	227	279	276	157	205	231	178	220	184	184
FIRST QUARTILE	-	138	183	191	143	271	338	178	231	135	178	241	231	143	173	191	135	191	163	135
MEDIAN	-	153	231	251	158	338	426	221	301	135	231	271	261	143	201	211	153	221	173	163
THIRD QUARTILE	-	201	241	281	221	388	476	261	388	163	261	316	316	158	231	251	201	251	191	168
NO. COMPANIES	-	6	6	17	17	11	10	15	20	16	17	17	3	7	14	18	18	10	5	5
NO. EMPLOYEES	-	32	25	59	92	53	53	125	99	269	391	70	41	46	162	119	45	97	37	12

WESTERN UNITED STATES

BOISE, ID

D. L. ALDERSON
MORRISON-KNUDSEN CO., INC.

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	222	-	245	204	305	455	228	269	227	267	307	-	176	205	233	197	195	238	-
FIRST QUARTILE	-	201	-	221	191	281	426	221	261	211	261	281	-	163	191	221	191	168	221	-
MEDIAN	-	231	-	221	201	281	476	231	261	231	271	316	-	173	201	231	201	183	231	-
THIRD QUARTILE	-	231	-	291	211	316	476	251	281	231	271	338	-	183	211	251	211	221	251	-
NO. COMPANIES	-	9	-	8	14	9	8	13	14	14	14	16	-	12	12	13	12	10	6	-
NO. EMPLOYEES	-	57	-	34	137	47	67	203	158	774	673	183	-	128	696	429	43	108	90	-

COLORADO SPRINGS, CO

MRS. C. L. SHAFFER
ACCEL TEMPORARIES

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	176	235	-	280	213	342	459	228	264	232	266	310	239	171	193	225	198	226	225	-
FIRST QUARTILE	173	221	-	211	178	241	426	201	221	211	251	291	211	158	173	201	173	201	178	-
MEDIAN	173	241	-	291	211	338	476	221	251	241	271	316	251	163	191	231	191	221	221	-
THIRD QUARTILE	178	261	-	338	241	426	501	251	291	241	271	316	261	178	211	251	221	231	251	-
NO. COMPANIES	4	13	-	16	24	11	14	21	30	23	28	27	4	13	16	27	25	10	9	-
NO. EMPLOYEES	17	81	-	43	114	51	99	72	101	189	274	89	13	39	152	201	44	94	109	-

DENVER, CO

DR. D. F. HOGGAN
UNIVERSITY OF WYOMING

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY																			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	284	-	272	234	-	434	268	273	254	263	324	356	181	191	226	241	218	270	-
FIRST QUARTILE	-	241	-	251	211	-	388	231	231	221	241	301	316	163	163	191	211	201	251	-
MEDIAN	-	291	-	261	231	-	426	251	271	241	271	316	338	168	183	221	221	211	271	-
THIRD QUARTILE	-	301	-	291	251	-	476	281	316	281	281	338	388	201	201	251	251	231	291	-
NO. COMPANIES	-	7	-	4	9	-	4	12	11	9	8	10	4	5	8	11	11	8	5	-
NO. EMPLOYEES	-	23	-	10	34	-	35	31	40	34	39	29	58	22	47	141	19	32	152	-

	WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T

EL PASO, TX

MS. K. G. GUPTA, V. T. EL PASO

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	289	184	330	372	186	227	186	218	334	-	171	177	187	185	187	233	-
FIRST QUARTILE	-	-	-	201	158	301	338	168	201	163	183	251	-	143	148	163	153	148	201	-
MEDIAN	-	-	-	231	183	316	338	178	221	168	221	363	-	173	168	183	163	178	231	-
THIRD QUARTILE	-	-	-	261	211	363	388	201	251	201	231	426	-	191	191	201	211	211	261	-
NO. COMPANIES	-	-	-	12	19	7	5	16	18	15	13	16	-	9	15	13	20	13	10	-
NO. EMPLOYEES	-	-	-	28	87	17	13	58	41	46	76	44	-	45	139	158	82	74	64	-

EUGENE, OR

MS. A. M. SEVERSON, LANE PLYWOOD, INC.

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	341	314	388	472	288	300	256	277	328	-	-	223	250	251	260	336	-
FIRST QUARTILE	-	-	-	271	231	338	476	221	241	221	251	281	-	-	191	231	201	221	251	-
MEDIAN	-	-	-	291	316	338	476	281	301	241	281	316	-	-	221	241	231	251	363	-
THIRD QUARTILE	-	-	-	388	388	476	501	316	301	251	281	338	-	-	251	281	281	291	426	-
NO. COMPANIES	-	-	-	12	10	7	7	15	17	8	8	14	-	-	8	14	34	3	7	-
NO. EMPLOYEES	-	-	-	17	64	16	22	45	47	43	49	46	-	-	37	101	16	17	25	-

LOS ANGELES, CA

M. C. ARBOGAST, AUTOMOBILE CLUB OF S. CALIF.

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	269	279	316	333	262	431	485	254	300	290	333	379	339	190	248	274	259	242	282	256
FIRST QUARTILE	251	251	301	301	241	388	476	231	271	251	291	338	338	178	231	231	241	201	241	211
MEDIAN	281	281	316	338	251	426	501	261	291	291	338	363	338	178	251	281	261	241	281	241
THIRD QUARTILE	291	291	338	363	281	476	501	271	316	338	388	426	338	201	271	301	281	281	316	316
NO. COMPANIES	13	31	18	37	47	23	27	43	52	48	55	58	14	23	44	44	47	32	19	20
NO. EMPLOYEES	147	167	81	175	707	171	491	487	495	708	1005	458	203	684	3952	1540	462	839	219	32

MODESTO, CA

R. CARR, MERCHANTS REFRIGERATING

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	-	-	290	249	338	404	-	-	266	278	308	-	195	227	259	236	-	250	-
FIRST QUARTILE	-	-	-	251	231	301	388	-	-	251	251	281	-	173	211	211	201	-	211	-
MEDIAN	-	-	-	281	231	301	388	-	-	251	281	301	-	191	211	251	221	-	241	-
THIRD QUARTILE	-	-	-	291	261	388	476	-	-	291	301	338	-	191	241	271	261	-	261	-
NO. COMPANIES	-	-	-	13	17	7	6	-	-	13	14	13	-	10	12	18	19	-	14	-
NO. EMPLOYEES	-	-	-	19	55	18	22	-	-	60	67	40	-	16	114	140	30	-	43	-

PHOENIX, AZ

MRS. R. DINGLEY, ARIZONA PUBLIC SERVICE CO.

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	205	237	275	300	221	392	437	220	268	237	273	323	288	163	186	228	208	210	284	-
FIRST QUARTILE	191	221	251	261	201	338	426	201	241	221	251	291	261	158	178	211	191	191	221	-
MEDIAN	201	231	271	291	221	363	426	221	261	231	271	316	281	158	183	231	201	211	231	-
THIRD QUARTILE	211	251	281	338	241	426	476	241	271	251	291	338	301	163	201	241	221	221	261	-
NO. COMPANIES	6	19	9	29	32	18	19	31	39	25	36	37	8	13	32	35	38	24	22	-
NO. EMPLOYEES	20	135	25	125	482	75	201	365	524	1127	790	275	116	74	1120	809	93	978	418	-

PORTLAND, OR

D. DEAL, KRAFT FOODS

TOTAL ALL TYPES OF BUSINESS	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	195	258	291	308	223	369	461	271	285	251	273	320	310	182	208	241	226	208	237	-
FIRST QUARTILE	173	231	261	271	201	338	426	221	251	231	251	291	291	158	168	211	201	191	201	-
MEDIAN	201	251	281	301	221	363	476	251	271	241	271	316	316	173	191	241	221	201	231	-
THIRD QUARTILE	211	281	316	338	241	388	501	316	346	271	301	338	338	201	231	261	241	221	261	-
NO. COMPANIES	8	25	16	36	38	22	24	39	52	32	43	40	7	24	36	40	48	24	24	-
NO. EMPLOYEES	19	84	23	101	273	76	112	182	186	437	557	216	14	170	639	967	74	193	430	-

SACRAMENTO, CA

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															R. MAHRLE BEKINS MOVING & STOR. CO.			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	263	-	285	222	371	478	270	284	282	301	336	285	169	235	316	246	271	275	203
FIRST QUARTILE	-	221	-	261	211	338	476	221	251	211	261	316	231	158	183	251	183	251	201	158
MEDIAN	-	271	-	261	211	338	501	261	281	241	301	338	281	158	211	363	221	271	231	158
THIRD QUARTILE	-	301	-	301	211	388	501	316	316	338	316	338	338	173	338	363	281	271	291	211
NO. COMPANIES	-	15	-	14	15	5	7	15	20	18	25	20	6	10	16	15	17	14	5	5
NO. EMPLOYEES	-	26	-	35	214	20	26	85	79	69	151	90	15	75	117	225	23	143	60	25

SALEM AREA, OR

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															G. EHLERS CH2M HILL			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	233	279	298	216	347	458	242	288	200	236	284	228	192	195	231	223	195	295	225
FIRST QUARTILE	-	211	251	241	191	316	426	221	251	178	211	251	211	178	178	211	201	178	241	211
MEDIAN	-	221	281	271	211	338	476	231	291	191	231	281	221	191	191	221	221	191	271	221
THIRD QUARTILE	-	251	301	338	231	363	476	271	301	221	251	301	251	211	211	251	231	211	363	241
NO. COMPANIES	-	12	6	17	21	11	10	23	20	16	21	23	3	11	18	23	20	9	11	4
NO. EMPLOYEES	-	210	677	65	229	73	110	223	205	1005	645	732	583	1032	1036	1080	73	939	54	982

SALT LAKE CITY, UT

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															DR. B. J. PETERSEN BRIGHAM YOUNG UNIVERSITY			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	198	219	298	304	212	404	465	208	253	220	255	296	327	154	178	217	196	193	229	183
FIRST QUARTILE	191	191	241	261	201	363	426	183	221	201	231	271	316	143	163	201	173	178	173	163
MEDIAN	201	211	281	316	211	426	476	211	261	221	251	301	316	153	178	211	191	201	201	168
THIRD QUARTILE	201	231	301	338	231	426	501	231	271	231	281	316	316	158	191	231	201	201	261	183
NO. COMPANIES	4	12	9	18	13	12	17	15	18	18	20	16	3	10	13	15	17	14	12	6
NO. EMPLOYEES	17	87	13	106	236	132	231	152	147	780	809	301	12	138	313	284	43	330	130	16

SAN FRANCISCO, CA

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															MS. K. SAILER PARSONS (PBQ & D)			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	278	318	332	327	261	431	473	259	300	287	313	363	340	192	246	262	248	238	327	211
FIRST QUARTILE	251	281	291	281	221	388	476	221	251	251	291	316	316	178	201	211	221	221	291	183
MEDIAN	261	338	338	301	241	426	476	241	291	291	316	338	338	183	231	251	241	241	338	191
THIRD QUARTILE	316	363	363	363	291	501	501	281	338	301	338	388	363	201	281	291	261	251	363	231
NO. COMPANIES	14	34	25	25	41	15	20	44	51	48	55	59	17	29	41	41	60	25	18	15
NO. EMPLOYEES	26	131	46	68	237	51	86	215	283	435	590	341	112	226	359	363	163	249	193	42

SAN JOSE, CA

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															MRS. B. J. TOOHEY JR ACHIEVE OF SAN CLR CTY INC.			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	269	295	332	319	263	417	477	252	277	288	320	365	-	203	277	291	242	289	354	244
FIRST QUARTILE	231	271	338	291	251	388	476	221	251	291	316	338	-	178	221	231	221	231	261	231
MEDIAN	271	271	338	338	251	388	476	251	251	291	316	363	-	191	251	271	231	281	261	241
THIRD QUARTILE	281	316	338	338	281	476	501	281	301	291	316	363	-	231	363	316	261	363	476	261
NO. COMPANIES	6	12	4	17	16	14	15	17	22	25	25	26	-	11	20	24	22	12	10	7
NO. EMPLOYEES	21	62	19	102	159	101	152	134	186	704	477	196	-	51	356	297	57	140	483	17

SEATTLE, WA

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															R. L. SHEPARD TRAVELERS INSURANCE CO.			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	227	324	322	322	258	424	457	254	313	278	309	354	349	186	222	249	243	219	285	208
FIRST QUARTILE	191	338	281	281	231	388	426	211	271	251	281	316	301	168	201	221	211	201	241	191
MEDIAN	221	338	316	316	261	426	476	251	338	291	301	338	338	183	221	251	241	221	271	211
THIRD QUARTILE	261	338	363	363	281	476	501	301	338	301	338	388	388	191	261	271	271	231	316	231
NO. COMPANIES	12	28	17	31	32	16	18	46	49	28	46	41	3	25	35	43	52	15	21	12
NO. EMPLOYEES	21	500	40	88	201	64	188	243	338	1061	503	171	44	160	571	813	88	158	381	18

SPOKANE, WA

TOTAL ALL TYPES OF BUSINESS	JOB CATEGORY															J. RANCK UNITED PAINT MFG. CO.			
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	-	229	-	283	221	309	407	222	289	231	251	288	248	178	192	209	196	189	224	-
FIRST QUARTILE	-	211	-	241	191	241	363	183	241	211	201	231	178	168	183	191	163	183	201	-
MEDIAN	-	231	-	271	211	291	426	211	281	231	241	271	261	173	191	211	191	183	221	-
THIRD QUARTILE	-	251	-	316	231	363	476	251	316	251	281	316	271	191	201	231	211	201	251	-
NO. COMPANIES	-	10	-	20	23	12	13	33	32	23	29	24	5	9	16	27	29	10	9	-
NO. EMPLOYEES	-	35	-	41	71	28	35	109	109	134	118	71	13	43	94	125	44	39	46	-

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
WORD PROCESSING TRAINEE	WORD PROCESSING OPERATOR	LEAD WORD PROCESSING OPERATOR	COMPUTER OPERATOR	DATA ENTRY OPERATOR	PROGRAMMER	PROGRAMMER/ANALYST	ACCOUNTING CLERK B	ACCOUNTING CLERK A	SECRETARY-LEVEL B	SECRETARY-LEVEL A	EXECUTIVE SECRETARY ADMINISTRATIVE ASST.	LEGAL SECRETARY	FILE CLERK	CLERK B	CLERK A	SWITCHBOARD OPERATOR/RECEPTIONIST	CLERK TYPIST	CUSTOMER SERVICE REPRESENTATIVE	PHOTOCOPY MACHINE OPERATOR

STOCKTON, CA

J. F. ENJALRAN
TAB PRODUCTS CO.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	–	–	–	274	249	417	455	249	282	226	251	363	–	262	225	255	235	225	268	–
FIRST QUARTILE	–	–	–	241	211	363	388	201	231	191	211	281	–	168	191	221	201	201	241	–
MEDIAN	–	–	–	271	241	426	476	231	251	201	231	338	–	191	221	251	231	231	271	–
THIRD QUARTILE	–	–	–	301	281	476	501	291	316	271	281	426	–	221	251	271	261	261	281	–
NO. COMPANIES	–	–	–	23	19	5	11	21	32	19	29	22	–	17	19	30	25	14	12	–
NO. EMPLOYEES	–	–	–	42	57	20	29	104	106	58	100	60	–	32	69	136	45	80	23	–

TACOMA, WA

J. A. KIRKEGAARD
UNITED WAY OF PEIRCE CTY.

TOTAL ALL TYPES OF BUSINESS — JOB CATEGORY

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
AVERAGE	–	278	–	284	250	379	467	285	309	266	256	356	–	–	230	313	221	217	272	–
FIRST QUARTILE	–	231	–	221	221	338	476	211	261	221	178	301	–	–	191	221	201	201	191	–
MEDIAN	–	281	–	251	231	388	476	251	271	251	231	363	–	–	221	363	211	201	221	–
THIRD QUARTILE	–	316	–	316	281	426	501	388	363	316	338	426	–	–	251	388	241	231	363	–
NO. COMPANIES	–	5	–	10	9	6	6	13	15	8	17	15	–	–	9	16	15	7	7	–
NO. EMPLOYEES	–	15	–	29	43	13	16	36	53	18	109	57	–	–	43	163	35	28	85	–

CHAPTER SALARY SURVEYS

CONDUCTED ON DIFFERENT DATES THAN THE AMS SURVEY

MONTREAL, PQ — **Rates Effective October, 1981** — **Montreal Chapter, AMS**
Montreal Board of Trade

Job Category	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Average	–	275	–	–	–	409	–	300	340	288	328	–	–	201	219	300	248	236	–	–
First Quartile	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Median	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
Third Quartile	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–
No. Companies	–	30	–	–	–	89	–	65	96	109	113	–	–	133	106	254	160	127	–	–
No. Employees	–	73	–	–	–	311	–	197	253	797	687	–	–	341	1,040	6,286	303	637	–	–

TORONTO, ON — **Rates Effective October, 1981** — **Toronto Chapter, AMS**
Toronto Board of Trade

Job Category	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
Average	–	273	–	–	–	–	–	–	–	280	321	–	–	215	224	315	241	228	–	–
First Quartile	–	250	–	–	–	–	–	–	–	250	290	–	–	185	200	280	230	205	–	–
Median	–	275	–	–	–	–	–	–	–	280	320	–	–	210	225	310	240	225	–	–
Third Quartile	–	290	–	–	–	–	–	–	–	310	350	–	–	245	245	340	255	250	–	–
No. Companies	–	260	–	–	–	–	–	–	–	568	810	–	–	323	609	754	808	323	–	–
No. Employees	–	1,119	–	–	–	–	–	–	–	5,076	4,678	–	–	1,486	6,925	8,860	2,436	2,220	–	–

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